

Knitted Outerwear Times



the official publication of the
national knitted outerwear association
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sweaters • swim suits • infantswear • knit fabrics • polo shirts • gloves • headwear

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Vol. 28

MONDAY, FEBRUARY 1, 1960

No. 5

Trade Education

Three New Courses Offered At F.I.T. Under NKOA Knitting Curriculum

Three new courses will be offered during the spring term at the Fashion Institute of Technology under the auspices of the National Knitted Outerwear Association, according to Sidney S. Korzenik, NKOA executive director and counsel. The new courses include two on knitwear styling and a management course.

The latter, "Plant Engineering Principles for Knitting Mills," will be given on Monday evenings, from 6:20 to 8:00 P.M. by T. A. Podbereski, prominent knitting mill consultant. This course will cover plant layout, work measurement, including time and motion study, manufacturing methods, production planning and control, sales and production coordination and quality control techniques.

The two new style courses will include, "Fundamentals of Swimwear Design" and "How To Design Men's Sweaters and Knitted Sport Shirts."

The swimwear course will be given by Louella Ballerino, former executive designer for Jantzen, Inc., Portland, Oregon, and the men's sweater design course will be conducted by Maurice Levin, a designer currently on the staff of the fibers division of American Cyanamid Company and also a former Jantzen executive designer.

Miss Ballerino is a holder of numerous design and fashion awards. Among these honors are an award from the Los Angeles Chamber of Commerce "for the woman contributing the most to the fashion market"; a

Women's Club prize for participation in a Nieman-Marcus fashion show; and an award from the University of California. In 1948 Miss Ballerino won first place in the 1948 Fashion Futures, a competition in which all motion picture designers participated.

Miss Ballerino's course will include basic principles involved in designing of swim suits of knitted and woven construction, lectures on sources of design ideas, development of basic silhouettes, pattern making and fabrication.

Mr. Levin's course will include, in addition to sources of design ideas, the practical aspects of developing a design, utilization of different stitch structures and yarns.

The F.I.T. knitting curriculum for the spring term also will include the four courses that were offered during the winter term. These four courses are: "The Knitting Industry: Its Raw Material and Processes," Monday evenings, given by Charles Reichman, editor of the KNITTED OUTERWEAR TIMES; "Practical Aspects of Designing Knitwear," Tuesday evenings, given by Marie Robison; "How To Analyze Knitted Fabric," Wednesday evenings, given by Thomas Edman, professor of knitting at Philadelphia Textile Institute; and "Introduction To Warp Knitting," Thursday evenings, given by A. Reinfeld, director, research and development, Gehring Textiles, Inc.

Registration for the courses will be held at the school February 8, 9, 10 and 11 from 6



Louella Ballerino who will give course on swimwear design at Fashion Institute under NKOA program.

P.M. to 9 P.M. The tuition fees for all courses in the knitting department are \$15 plus \$2.00 registration fee.

Members of the industry in all sections of the country are eligible for the courses. In the past, the knitting classes have been attended by industry personnel from Philadelphia and New England.

The Fashion Institute operates as a Community College under the University of the State of New York. A degree of Associates in Applied Science is awarded. Each of the evening knitting courses carries two semester hours credit toward the degree.

Two Mills Submit Bids For Military Swim Trunk

PHILADELPHIA, Pa.—Bids were received from two firms at the Military Clothing and Textile Supply Agency under QM-437 for 6,615 pairs special purpose swim trunks (MIL-T-21258 (MC) f.o.b. destination. They are Novelty Workshop for the Blind, Gadsden, Ala., (a) \$2.2954; (Continued on Page 13).

Ass'n News

Western District Meeting Feb. 24

MILWAUKEE, Wis. — A new time and place has been announced for the 1960 annual meeting of the Western District of the Knitted Outerwear Manufacturers Association. The event is now scheduled to take place Wednesday, February 24, at the Hotel LaSalle, Chicago.

Earlier plans had to be reshuffled, according to Western district manager H. L. Ashworth, due to several schedule conflicts that appeared.

Starts At Noon

Arrangements remain the same. The day will open with a luncheon at 12:30 noon and will be followed by a business program during the afternoon and a dinner in the evening.

Repeating the pattern of last year's meeting in Milwaukee, the afternoon session will highlight several technical talks. Scheduled to appear on the program is Charles Reichman, editor, KNITTED OUTERWEAR TIMES. He will discuss "New Knitting Machine Developments As Shown at The Milan Exposition."

Other Speakers

Victor Lombardi, Scott & Williams, will discuss "Domestic Knitting Machine Developments," and a DuPont representative will present a report on DuPont's new Orlon 21. A question and answer period will follow each talk.

Bud Patterson, C. M. Patterson Co., is the general chairman of the meeting. Program chairman is John Caron, Caron Spinning Company.

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Knitted Outerwear Times

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KMRA Market Week

Active Buying Marks Five-Day Show

By CHARLES REICHMAN, Editor

ORDERING at the KMRA fall and winter market held last week at the New York Trade Show Building turned out to be every bit as brisk as predicted; in many cases, the sales results proved considerably better than the mill agents themselves had anticipated. By show wind-up last Thursday night, the box score read somewhat as follows:

- Attendance—A new record was set. Wholesaler attendance exceeded last year's peak registration by about 15 percent.

- Dollar and unit sales — Volume was substantially above the figures for last year's show. Just how much sales were up was difficult to determine, but authoritative sources put the increase at well over 10 percent. Actually, this percentage figure may be revised upward after the selling agents have had a chance to tally their sales for the entire five-day period. The 10 percent estimate is based on hurriedly calculated totals for four days.

Big Success

There is no question that for the great majority of mill representatives who participated, the five-day show at the New York Trade Show Building was an unqualified success. Not only did most of the exhibiting manufacturers' agents write more business than they did last year, but many were able to open up new accounts, particularly among general line wholesalers who attended in greater numbers than at previous market weeks.

Not all mill agents, however, especially those with pace-setting lines, were in a position to accept all the business that was proffered by new accounts. This was not because the mill agents had a surfeit of orders on hand, but was a protective measure against over-committing their mills on early deliveries. It is quite likely that the mill representatives who turned down orders from accounts not previously on their customer lists may reopen their books once their mills have had an opportunity to set up production schedules.

Opened Strong

Ordering at the KMRA show proved spirited from the start on Sunday morning. Heaviest attendance was on that day. Although registration fell off as the week progressed, by Tuesday

evening almost as many wholesalers had signed in at the show as had registered in the entire five-day period of the show last year.

Wholesalers came to the mart from widely-scattered points throughout the country. In addition to a large number of Southern general merchandise wholesalers, the show attracted specialty distributors from the West Coast, Midwest and up and down the Atlantic seaboard. The general line wholesalers attended the market for the most part on Sunday and Monday. Many of these jobbers had remained over in New York for this event after attending the 33rd annual convention of the National Association of Textile and Apparel Wholesalers the week before.

Prices Up

The fact that sweater prices were somewhat higher at this show than at last year's event did not prove to be a deterrent to buying. In fact, in many instances, the higher prices quoted for many numbers acted as an impetus to stronger initial commitments by the wholesalers. Even more of a stimulus, according to some mill representatives, were the persistent reports in the various salesrooms and up and down the corridors, that many lines would be readjusted upward in price to take account of a surging tendency in yarn prices.

Increases in prices of all wool numbers, especially are in prospect in view of the strength which both raw wool and worsted yarn prices had been exhibiting in the past two months. The extent of the expected advances in sweater prices varied among the different resources. However, most selling agents claim that the hikes would be in the neighborhood of five to 10 percent. Orders placed by wholesalers at the show in virtually all cases are protected against a price change. Thus, any in-

creases which sweater manufacturers may be forced to make would affect only reorders.

Women's Knitwear

Ladies' and misses' sweaters occupied a smaller role at this year's market week than at the previous one. This is in keeping with a trend which first became evident at the KMRA mart four years ago. Mill agents carrying ladies' and misses' sweater lines, however, generally appeared to be pleased with the show results. Although the absence of some big name ladies' wear resources from this year's show was decried, it was felt by the ladies' knitwear specialists who exhibited, that their participation nevertheless was profitable.

One selling agent, however, emphasized that continued participation of mill agents with ladies' knit lines in future KMRA shows would require enlisting the support of at least two major ladies' sweater mills to serve as drawing cards for a larger attendance. (Continued on Page 5)

KMRA Show Trends

FIBERS — Wool favored by wide margin over other fibers in men's and boys' sweaters. Orlon used in these lines chiefly in blends with wool or in marl and similar mottled effects. In ladies' sweaters, Orlon featured in rib bulkies; wool accented in fine gauge knits and shaggies. Fur blends also highlighted in virtually all ladies' knit lines.

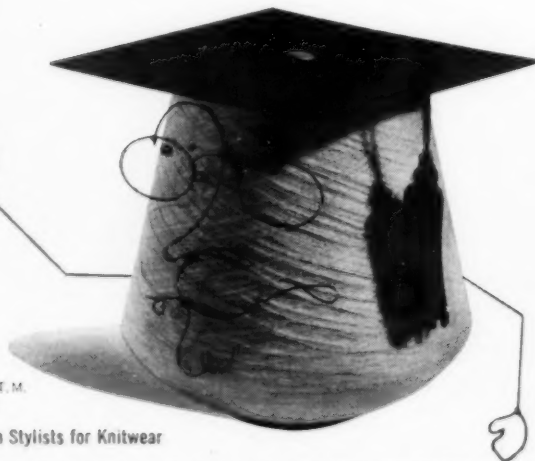
CONSTRUCTIONS — Rib bulkies in plain rib, half-cardigan and fancy jumbo stitches widely featured in men's and boys' sweaters over fine gauge or flat knit constructions. Latter shared limelight with the king-size knit structures in ladies' sweaters.

NECKLINES — Focus in men's and boys' pullovers and cardigans was primarily on the shawl collar, although the high and low V-neck aroused considerable interest in pullovers. The cross-over or windjammer neckline also came in for attention in the men's knits. In ladies' knitwear, the spotlight was on novelty collar treatments.

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tendance of specialty ladies' sweater distributors.

In their ordering of ladies' sweaters, the wholesalers who attended the New York Trade Show market appeared to concentrate for the most part on three categories of items:

- Fine gauge fur blends.
- Orlon bulkies.
- Mohair and wool shaggies.

These three items accounted for the greater part of the ladies' sweater bookings in that order. Some interest was also displayed in ladies' sweaters embodying the napped and sheared look. Activity in textured nylon sweaters appeared to be confined for the most part to the low-end brackets. General merchandise wholesalers from the Southern regions exhibited more interest in these items than did wholesalers coming from the populated Atlantic coast and midwest sections.

Men's Lines

In terms of the actual number of lines exhibited, the show was far and away more of a men's wear event than a ladies' knitwear market. It was the spirited buying of men's and boys' sweaters and sweater-shirts that largely accounted for the greater part of the business booked.

Standouts in the ordering of male sweaters were rib bulkies of wool and of blends of Orlon and wool. Although business was written on fine gauge men's and boys' sweaters, the amount hardly measured up to the volume of orders placed for sweaters of the jumbo-knit constructions.

Both pullovers and cardigans

commanded attention with the former holding a slight edge. The shawl collar was the favored neckline treatment, but its dominant position is threatened by the strong interest that was displayed in the V-neck in both the high and low cut versions. Except possibly for the windjammer or crossover neckline, interest in the boat neck in men's and boys' bulky knits appears to be waning.

Favored colors were gray, gold and olive. These shades probably accounted for 75 percent of the orders. Next in importance were grape, chianti and brown. The marl colors also showed some strength but not to the same degree as the solid gray, gold and olive tones.

On the Saturday prior to the opening of the show, the selling agents held their annual meeting at which all incumbent members of the executive committee were re-elected, and three new board members were named. The three are Charles Kelly, vice president, Herbert Mills, Howard Levinson, Oxenfeldt, Rouder & Levinson; and Frank Koday, Finegan & Kirkpatrick. Those re-elected to the committee included Harry L. Hammerman, chairman; William H. Neilson, Suffolk Sales Co.; Sydney Caron, Falk & Caron; Abe Krauss, Krauss-Fels Co.; Harold L. Newman, Harold L. Newman Corp; and Herman Heller.

The mill representatives entertained visiting wholesalers at a banquet on Tuesday evening in the Terrace Room of the Hotel New Yorker.



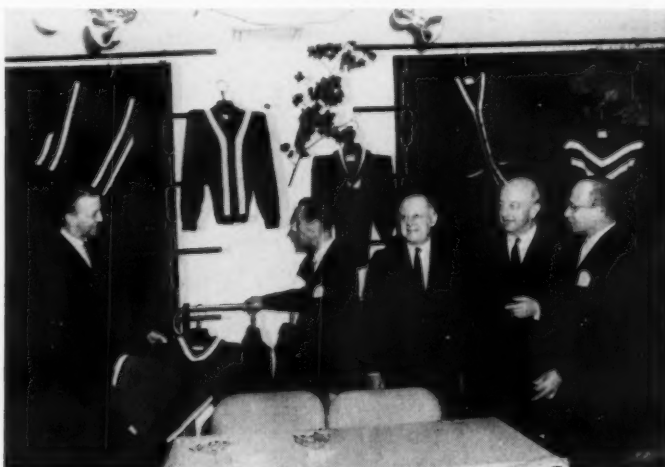
Members of the executive committee of the Knitwear Mill Representatives Association seated left to right, are: Sydney Caron, Harry L. Hammerman and Herman Heller. Standing, left to right, are: Charles Kelly, William H. Neilson, Harold L. Newman, Abe Krauss, Howard Levinson and Frank Koday.



Corridors at the New York Trade Show Building, site of the KMRA fall market week, were crowded with buyers and mill representatives on opening day. This busy scene was duplicated at other times during the five-day showing.



In the showroom of Oxenfeldt, Rouder & Levinson, Edward Oxenfeldt shows line to Jules Clevan and Leo Pencar of Allen-A Co., Philadelphia and New York, respectively. Henry Phillips, Phillips Knitting Mills, Royersford, Pa., lends a hand in showing the line. Shawl collars and V-necklines were outstanding in ordering at this resource.



Shown in Herbert Mills' salesroom at the KMRA show last week are Chester Schultz, Schultz, Rosky & Block, Chicago; Charles Kelly, vice president, Herbert Mills, Inc.; Ernest Wallace, Milwaukee Knit Products Corp., Milwaukee; William Schultz, president, Schultz, Rosky & Block; and Herbert Levy, president, Herbert Mills, Inc.



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Material Handling

Conveyor System At Standard Speeds Sweater Processing

By SANFORD MARKEY

CLEVELAND, Ohio—High point of the recent expansion move of Standard Knitting Mills is the installation of a conveyor line from the pressing department to the packaging section, that according to Adolph Haber, vice president in charge of production and styling, is one of the "most unique, efficient, and daring in the knit goods industry." Standard, which is headed by Oscar Fishel, president, and his son, Richard, vice president has just completed a 16,000 square foot move that included taking over a third floor of the downtown four-story building.

Conceived after many conferences between Standard Knitting officials and executives of the Sydney Hirsch Co. that installed the line, the system permits empty trays coming out of a tube to drop down to pressing table height. The pressers, who are located at each of the eight pressing bucks, when they are through with their sweaters, can throw them on the carrier, instead of placing them on a table. The carrier is a specially designed patented mechanism that permits the sweater to dry out without being crushed, as it is carried a distance of 150 feet to the examining and folding department within 2½ minutes.

There is a ratio of 2½ to one trays for each presser. Therefore, the presser never has to wait for an empty tray. The moment she is through with a sweater, a tray is at her side.

Trays pass at a rate of 51 feet per minute. From the pressing table, the trays go to the examining department, where the sweater is inspected by one of five examiners and folders. They take the pressed sweater off the tray, examine it, fold and return it to the tray. Damaged sweaters are placed to their left, where a mending department is located. The sweater that has to be mended is repaired, given back to the examiner, who approves it, places it back on the tray.

Following examination, the conveyor line takes the tray around a short bend to a bagging machine, where the worker bags the sweater, places it back on the tray which goes to the forelady in the department who takes the sweater off the tray, hands it to the specific girl checking on a specific order, for final boxing and shipping. All sweaters finished by 4 P.M. daily are boxed and shipped the same day.

There are many advantages of this conveyor line according to both Haber and Archie Sol-

omon of the Hirsch Company who developed the final product:

1. If there are any errors in the method of pressing, or any errors in the order being filled, this can be detected within 2½ minutes.

2. All sweaters are individually delivered to the folding and examining department, thus avoiding crushing under the old method where sweaters were piled one on top of another until the order was completed and shipped in large hampers.

3. At day's end, the total production in pressing is completed and moved to the boxing department for shipping. This eliminates possible loss of orders, misplaced orders, or theft. Pilfering is reported virtually eliminated since every sweater has been accounted for. A loud-speaker system announces the order coming through; the lead box carries the written order so that employees know what has to be filled. The final item is tagged accordingly, so that fulfillment can be easily noted.

4. Errors or flaws can be discovered almost at once; so that if a change in the order must be realized it can be done within 2½ minutes, thus avoiding much waste of time. Employees, remaining at their stations, are

required to keep apace of the line's movement since the absence would mean overloading. A proper relief setup has been installed to assure comfort and ease of work loads. It is estimated that production has gone up 20 to 25 percent under the new set-up.

5. Another advantage is the elimination of bushel trucks. In the past, there were 30 to 40 10-bushel trucks waiting in the folding and examining department with a like number on the second floor; all sweaters formerly transported in trucks are now being transported by conveyor with the resulting saving of about 3,000 square feet.

The system uses the ceiling wherever possible, and is designed to handle up to 3,000 dozen sweaters per week.

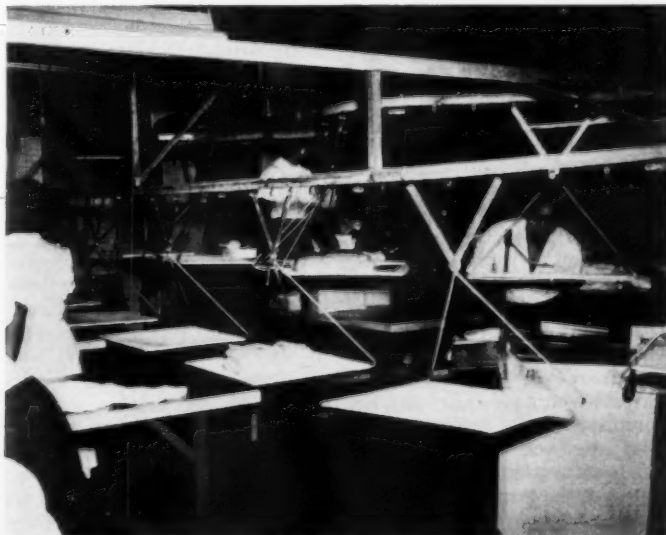
Besides the major improvements, the new conveyor line has other points of advantage. The trays are canvas covered. This makes for easy washing of the canvas; assures non-skidding when the sweaters are tossed onto the tray, and permits the sweater to dry properly.

Bagging of sweaters is done in one easy movement. The bagger, in one swift move, seals the bag, sweater-size, and at the same time closes the one side of the bag for the next sweater.

(Continued on Next Page)



Empty trays approach pressers who toss pressed sweaters onto canvas-covered trays. Trays come into the pressing room from upper right.



Trays approaching bagger (girl in right foreground) from the examining and folding department. The sweater here is sealed into polyethylene bag.

The end result, a bag is compact and provides for proper position of the garment for show-casing.

Standard's new improvements provide for greatly needed additional space to meet expanding production. Vice President Fishel said that the company still views "Bulkies as one of the outstanding products in women's sweaters. Turbo processed high-bulk Orlon is now a basic in women's wear. It has wearability, an excellent hand and permits styling and comfort. Its acceptability, first predicted in the women's knit field in this area by my Dad, has resulted in our expansion move. Today, our building includes new administrative offices on the first floor; along with packing, examining, folding, shipping; second floor—cutting, hand finishing sewing, pressing, etc.; and the third floor where our knitting is done."

Optimistic For '60

At the same time, Haber, in charge of production, viewed the coming year with great optimism.

"We've not only added equipment to our existing line," he said, "but our new styling has been highly approved. We're moving ahead with multi-stripping of garments. We have new treatments for collars, and we are moving ahead with ideas employing the new Orlon 21. Finally, we're planning a skirt coordination program with our highly accepted sweater line."

The newest improvement in Standard's production comes as the company moves well into its second 50 years in the community. Sparkplug of the company's long period of success has been President Fishel whose career marks the growth of the knit goods industry. Recently, he was honored for his 40 years of industry work, including three terms as president of the NKOA, and an active and progressive role in the Cleveland District. The work record of "Dean" Fishel can be matched by many of Standard's employees who have been with the company for half-a-century. One employee, Paul Steinbach, has been in production and styling since the turn of the century. Standard today has approximately 250 employees and works on a two-shift setup.

Sewing Equipment



New work handling equipment for sewing rooms introduced by Singer Sewing Machine Company.

Singer Introduces Work Handling Units

Availability of a completely new line of convenient work handling equipment has just been announced by John W. Cull, vice president, Singer Sewing Machine Company. The new line is lightweight and compact and is constructed of colorful paneling and brightly finished steel rod framing.

Various combinations of the new equipment may be installed or relocated to facilitate production runs of varied type products. The company's line includes these three basic type units:

1. Work tables adjustable in height and lateral positioning to bring workpiece supplies within shorter, quicker reach of busy operators.

2. Table extensions mounted flush at rear of sewing tables for efficient work layout, quick easy work handling.

3. Work troughs longer and deeper, with greater capacity for work in process storage; off-the-floor mountings for better utilization of sewing room space.

Built with panels of durable, lightweight material, any unit can easily be assembled and installed by one man in a matter of minutes. High-strength steel rod frames and brackets—brightly finished for lasting attractiveness—are designed for years of rugged service. When storing, trough frames can be conveniently nested, other metal-

work and panel components can be disassembled and stacked flat.

The new line is available in tan or green colored paneling to match the two most popular finishes of modern individual Singer tables. All units may be mounted on set-back leg Synchro stands or straight leg heavy-weight stands by Singer.

Compact Pedestal Stand Introduced

READING, Pa.—A compact pedestal stand, called the Unipak, has been introduced by the American Safety Table Co. The compact stand is claimed to save floor space by eliminating floor plates and table legs. In addition, it can be adjusted for greatest operator comfort and work convenience. These two factors, make possible positioning of work loads as high or low and as far or close to the stand as desired. Another factor operating to speed production is the position of the motor, which has been placed to eliminate any interference with material handling.

The Unipak stand is of rigid steel construction, reinforced with dual steel bars. The pedestal contains a work drawer, swing-out motor control panel. It can be equipped with hidden casters to facilitate changes of work location.

The treadle of the pedestal stand is said to produce sewing action at the touch of a toe.

U. S. Blind Stitch Shows New Model

A new addition to the line of Rimoldi Class 27 overlock machines is announced by U.S. Blind Stitch Machine Corporation. The new model, designated Class 27.27, is a two needle overlock machine producing a four thread dual stitch of the 506 modified type. Width of bite can be varied from 3/32 to 10/32 of an inch, depending on fabric and operation.

The new model also incorporates a very high lift and will operate on materials up to 9/32 of an inch in thickness. By simply removing the outside or right needle the machine is immediately transformed into a regular three thread overlock machine.

The 27.27 incorporates all of the other unique features found on Rimoldi overlock machines:

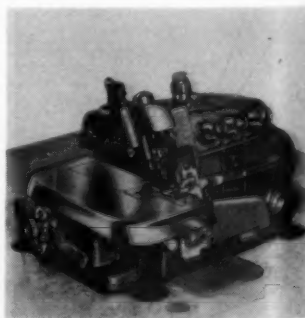
1. Straight needle construction which assures perfect needle alignment and eliminates deflection and breakage.

2. Elimination of the orthodox cam allows for pushbutton change of stitch length.

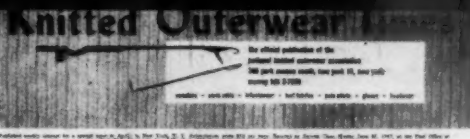
3. Differential feed is effected by the simple adjustment of a lever. Negative differential is a standard feature on all machines.

The totally enclosed design of the machine has enabled the adoption of a completely automatic pump lubrication system. The main advantage of this type of lubrication is that a constant flow of filtered cool oil is distributed to all moving parts, at the rate of three quarts of oil per minute. It also allows for top trouble free performance at speeds up to 6,000 stitches per minute.

Threading is done completely from the front of the machine and does not require the use of any special gadgets or wires.



New Rimoldi machine.



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Trade Education
NKOA Classes
To Hear Lectures
On Oct. 22, 23
Robert W. Boyd of the Textile Institute, London, will be the featured speaker at the National Knitwear Manufacturers Association's annual convention, which will be held at the Waldorf-Astoria Hotel, New York City, on October 22 and 23. The convention will also feature a series of lectures on the latest developments in the knitwear industry. The lectures will be held in the ballroom of the Waldorf-Astoria Hotel, and will be open to all members of the association. The lectures will be held in the ballroom of the Waldorf-Astoria Hotel, and will be open to all members of the association.

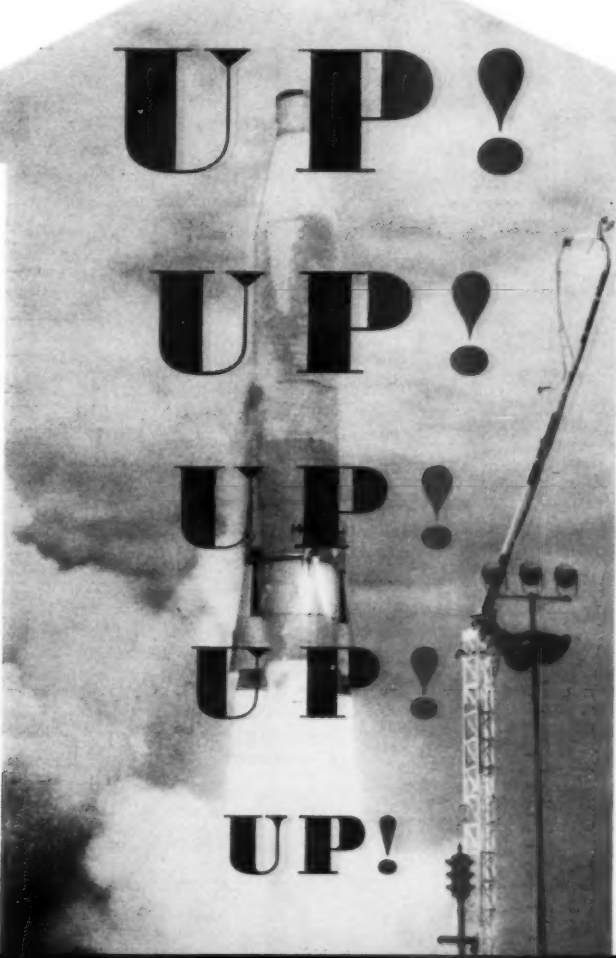
Underwear Mills
Knit Shirt Output
Up in 3rd Quarter
WASHINGTON, D. C.—Output of men's and boys' knitted underwear shirts at 100,000 shirts during the third quarter of the current year rose 25 percent over production of the same quarter last year, according to figures released by the U. S. Bureau of Census.

Production Trends
Third quarter production of men's and boys' knitted underwear shirts at 100,000 shirts during the third quarter of the current year rose 25 percent over production of the same quarter last year, according to figures released by the U. S. Bureau of Census.

Knitted Glove Industry
WASHINGTON, D. C.—The knitted glove industry in the United States is expected to show a steady increase in production during the third quarter of the current year, according to figures released by the U. S. Bureau of Census.

IN 1959 ... THE "TIMES" CLIMAXED ITS GREATEST GROWTH DECADE WITH ...

THE GREATEST YEAR IN ITS 28 YEAR HISTORY!



Every previous record was shattered as the "Times" **ZOOMING TO A NEW HIGH** in **ADVERTISING VOLUME**

In 1959, the "Times" carried 2,262 advertising pages (1,266,766 agate lines), a 6% increase over our previous record year, 1958 and more than a 105% increase over 1949 ad volume. Significantly, the "Times" gain was almost twice the percentage of growth of all trade publications.

in **TOTAL PAGES PUBLISHED**

In 1959, a total of 3,608 pages (editorial and advertising) were published—an 8% increase over the 3,330 published in 1958. As part of its technical and fashion coverage, the "Times" published more than 3,000 exclusive photos, tables, charts, diagrams, style sketches and fabrics.

in **NEW ADVERTISERS**

In 1959, 105 new suppliers began advertising in the "Times" . . . they joined over 570 veteran advertisers, plus over 500 additional firms who used our classified columns. In addition, 47 advertising agencies placed new schedules with the "Times" for the first time.

in **EDITORIAL VITALITY**

During 1959, the "Times" continued to be recognized as the knitwear industry's "first read, most read and best read trade publication." Circulation rose to a new record total 3,354—representing 98% coverage of the knitwear and swimwear industry in the U. S. plus subscribers in 41 foreign countries.

**WE PAY TRIBUTE
TO THESE TOP
ADVERTISERS
WHO HELPED
MAKE 1959
OUR
GREATEST
YEAR**

**THEIR AGGRESSIVE
PROMOTION IN THE
"TIMES"
HELPED MAKE 1959
THEIR GREATEST
YEAR, TOO!**

BATHING SUIT FABRICS

Atlas Fabrics Corp.*
Beaunit Mills, Inc.
Certex Mills, Inc.
Davis, Sidney Co., Inc.*
Edmos Products Corp.
Empire State Mills, Inc.*
Fab-Tex, Inc.*
Knit-Form Mills, Inc.
Multex
Rich-Flex Mfg. Corp.
Roseclaire Knitting Mills,
Inc. (Knitted Linings)
Service Knitting Mills
Southern Webbing Mills,
Inc.*
Stretch Fabrics, Inc.
United Elastic Corp.*
U. S. Rubber Company
(Lastex Yarns)

CHEMICALS

American Cyanamid Co.
Apex Chemical Co.*
Dow Chemical Co.
Eunkay Chemical Co.*
Independent Chemical Corp.
Richmond Oil, Soap &
Chemical Co. Inc.
Sandoz, Inc.
Scher Brothers
Scholler Brothers
Warwick Chemical Co.

COTTON YARNS

American & Efrid Mills, Inc.
American Thread Co.
Ardsley Yarn Co.
Beck-Kleiman Corp.
Brant Yarns, Inc.
Brite Yarn Co., Inc.
Budyed Yarns, Inc.
Burlington Yarn Sales Corp.
Century Yarn Co.
Comer-Avondale Mills*
Cotton Yarns, Inc.
Cross Cotton Mills Co.
Dixie Mercerizing Co.
Highland Cotton Mills, Inc.
Jacobs & Robson Co.
Johnston Mills Co.*
Latta, Currier Co., Inc.*
Legge, Percy A.
National Spinning Co., Inc.
Payson, Joseph J.*
Standard-Coosa-Thatcher Co.
Stevens, J. P. & Co., Inc.
U. S. Rubber Co.
(Textile Division)

**DRY CLEANING
KNITWEAR PROCESSING,
SCREEN PRINTING**

Arlin Cleaners
City-Wide Knitwear
Processing Co., Inc.
Cosmopolitan Knitwear
Processing Co.
Duron Corp.
Eteo Knit Goods Processing
Keystone Dyeing Co., Inc.
Lanex Dyeing & Processing
Corp.
Merlin, Inc.
Metropolitan Knit Goods
Processors, Inc.
Reliable Knit Goods
Processing Co., Inc.
Rockville Processing Co.
Screen Fashions

**DYEING & FINISHING OF
YARNS, FABRICS AND
KNIT GARMENTS**

American & Efrid Mills, Inc.
(Finishing Div.)
Banner Piece Dyeing Corp.
Banner Yarn Dyeing Corp.
Bannerized Corp. of America
Bannerlon Processing Corp.
Budyed Yarns, Inc.
Cashnyl Company
Chwatt Brothers, Inc.
City-Wide Knitwear
Processing Corp.

Color Knit Dyeing Corp.
Cosmo Dye Works, Inc.
Cosmopolitan Knitwear
Processing Corp.
Dyecraftsmen, Inc.
Eteo Knit Goods Processing
Fabric Finishing Co.
Franklin Process Co.
Globe Dye Works Co.
Humboldt Dye Works
Indian Orchard Finishing
Co., Inc.
Jefferies Processors, Inc.
Keystone Dyeing Co., Inc.
Knit Goods Brushing &
Finishing Co., Inc.
Lanex Dyeing & Processing
Corp.*
Lori Dye Works, Inc.
Madison Throwing Co., Inc.*
Merlin, Inc.
Metropolitan Knit Goods
Processors
Mid-West Processors, Inc.
Milpac Dyeing Co.
Morgan Dyeing & Bleaching
Co., Inc.
National Dye Works
Nictown Dye Works
Nu-Method Dyeing &
Processing Corp.
Nylor Knit Goods Dyeing
Corp.
Paterson Bleachery &
Chemicals, Inc.
Philadelphia Dye Works
Phoenix Dye Works
Rockville Processing Co.
Royal Knit Goods
Dyeing Co.
Royal Yarn Dyeing Corp.
Sterling Dyeing & Finishing
Co., Inc.
Supreme Skein Dyeing Corp.
United Dyeing & Finishing
Co.
Universal Dye Works, Inc.
Waters, D. F. & Sons, Inc.*
Washmasters, Inc.

**FACTURING AND MILL
FINANCING**
Coleman & Co.*
Commercial Factors Corp.
Hubshman Factors Corp.*
Iselin, William & Co., Inc.
Maguire, John P. & Co., Inc.*
Meinhard & Co., Inc.
Mill Factors Corp.
Rosenthal & Rosenthal, Inc.
Rusch & Co.*
Talcott, James, Inc.
United Factors Corp.

**KNIT GOODS
WASTE DEALERS**
G & N Wool Clips
International Sweater Waste
Corp.
Israel, Sidney, Inc.
Sklar Textile Waste Corp.

KNITTED FABRICS
Alamac Knitting Mills, Inc.
Algro Knitting Mills, Inc.*
Allen Knitting Mills, Inc.*
Apex Knitted Fabrics, Inc.*
Atlas Fabrics Corp.*
Beaunit Mills, Inc.
Bilbo Knitting Co., Inc.*
Certex Mills, Inc.*
Electro-Knit Fabrics, Inc.
Fabricland
Falmark Fabrics
Fairmit Mills, Inc.*
G. & G. Knitted Fabrics Co.
Goldstar Textile Corp.*
Groval Knitted Fabrics, Inc.*
Iselin-Jefferson Co.
Knitbrook Mills Corp.
Lawrence Knitting Mills
Sandi Fabrics, Inc.
Safilas Knitting Mills*
Service Knitting Mills
Sesom Knitting Mills, Inc.*
Steven Knitting Mills, Inc.*

*Denotes Special Issue Advertisers

WORSTED, WOOLEN & SPECIALTY FIBER YARNS
Ainslie Spinning Co.*
Airedale Worsted Mills, Inc.
Alba Yarns, Inc.*
Aldon Spinning Mills Corp.,

The
Allendale Co., The
American & Efid Mills, Inc.
American Thread Co.
Ames Textile Corp.*
Amicale Yarns, Inc.
Ardsley Yarn Co.
Associated Spinners, Inc.
Beck-Kleiman Corp.
Berman, Bennett M.
Blumenthal, Sidney & Co.,

Inc.
Brant Yarns, Inc.
Brite Yarn Co., Inc.
Brustein, S.
Camden Yarns, Inc.
Caron Spinning Co.
Century Yarn Co.
Cohen, Irving Yarn Corp.
Collins & Aikman
Davis Yarn Co., Inc.
Elmvale Worsted Co.*
Energetic Worsted Corp.
Falls Yarn Mills
Fawntex Yarns, Inc.
Fitchburg Spinners Sales

Corp.
French-American Angora
Co., Inc.*
Fuller, Wm. & Co. (London)

Ltd.
French Worsted Co., The
Galler, Joseph Inc.*
Hohenberg Company, Inc.*
Huntington Yarn Mill, Inc.*
Irving Worsted Co., The
Kent Mfg. Co., The*

Knickerbocker Yarn Co., Inc.
Larzelere, Dayton
Legge, Percy A.
Masarel Mills, Inc.
McCook, Walter & Son
Mohrten Spinning Co., Inc.
Mount Vernon Mills
Napier, Robert
National Spinning Co.
Parr Associates
Pharr Worsted Mills
Pickens, R. Lee
Ramsaur Worsted Mills

Corp.
Ring, Jonathan & Co., Inc.
Schaeffer, Louis F., Co.
Schwartz, Nathan & Sons,
Inc.*

Shelby & Wood Yarn Corp.*
Spinning Mill Lucien Paul
Spun Fibers, Inc.
Stevens, J. P. & Co.
Stickley, John L.
Sussman Yarn Co., Inc.
Top Company, The
Turner-Halsey Co.
Whitaker, Fred Co.
Wilson Trading Corp., The
Winchester Spinning Co.,

The
Winona Textile Mills, Inc.
Woonsocket Spinning Co.

YARN DEALERS (ODD LOTS)
Ardsley Yarn Co.
Bedford Yarn Co.
Brite Yarn Co., Inc.
Century Yarn Co.
Kasloff, Herman
Lehigh Yarn Co.
Kleyman, Leslie Corp.
McCook, Walter & Son, Inc.
Ridgewood Yarn Co.
Richmond Converting Co.
Sasken, Sam
Wilson Yarn Corp.

YARN WINDERS
Best Winding Corp.
Eastern Winding Co.

ADVERTISING AGENCIES
Ad-Service, Inc.
Advertisers Production
Agency
Alden Advertising

Altman-Stoller, Inc.
Anderson & Cairns, Inc.
Armstrong Advertising
Agency
Auerbach Alfred, Associates
Axelband & Brown &
Associates
Ayer & Gillett, Inc.
Badger & Browning &
Parcher
Basford, G. M. & Co.
Batten, Barton, Durstine &
Osborn, Inc.

Bauer & Tripp Adv. Agency
Bayard Advertising Service
Bennett Advertising
Bernstein Ted, Associates
Botsford, Constantine &
Gardner
Briggs & Varley, Inc.
Bryan Houston, Inc.
Bumberg, J. Gabriel
Cambridge Advertising
Associates
Cantor, Solis S.
Capitol City Advertising
Service
Carson Roberts, Inc.
Charney, Charles J. & Co.,
Inc.

Chelsea Advertising Agency.
Chirurg, James T. Co.
Cohen, Dowd & Aleshire
Commerce Advertising
Agency, Inc.
Cooney & Connor
Craig, John Gilbert
Advertising
Cummings, Brand &
McPherson
Davis Press, Inc., The
Deutsch & Shea
Diamond-Barnett, Inc.
Dickerman Advertising, Inc.
Diener & Dorskind
Donahue & Co., Inc.
Doremus & Co.

Dowd, Redfield & Johnstone
Doyle, Dane, Bernbach, Inc.
DuBois, H. H. Inc.
Dunay, Hirsch & Lewis
Duncan Associates, Inc.
Durand Advertising
Ehrlich, Neuwirth & Sobo
Ellington & Co., Inc.
Elliot Associates
Engleman, H. Arthur
Equity Advertising Agency
Fein, Nathan Inc.
Ferrer, S. M.
Fleetwood Advertising
Agency

Fletcher Richards, Calkins &
Holden, Inc.
Foote, Cone & Belding
Fox, James R. Advertising
Franklin Advertising Service
Fuller, Smith & Ross, Inc.
Funt-Rand, Inc.
Furman Company, The
Gilbert Advertising Agency
Gold Associates, Ben
Golomb, Jules
Gordon-Pilling, Inc.
Grady, Robert B. Co.
Grey Advertising Agency
Hart, Ralph A.
Hazard Advertising Co.
Henne, R. B. Advertising,
Inc.

Hoag & Provandie, Inc.
Hockaday Associates, Inc.
Jenkins, William Advertising
Josephson, Cuffari & Co.
Junger, Mort Co.
Kairalla, Eleanor
Kane, Robert B.
Klein, Walter J. Co.
Korchnoy, E. A. Ltd.
Lake Shore Press, The
Leon, S. R. Co., Inc.
Liller, Neal & Battle &
Lindsey, Inc.
Loewy, Stempel, Zabin, Inc.
Long-Haymes Advertising
Agency
Lowe and Hall
Macy, Margaret Advertising
Mark, Emil & Co.
Mathes, Inc., J. M.
Median Company, The
Mendelsohn, David J., Adv.
Agency, Inc.
Mendite, J. Robert Inc.
Metcalf, George T. Co.
Meyers, Edward M.
Associates
Miller, Harold Co.
Modern Merchandising
Bureau, Inc.
Mogul, Williams & Saylor
Moore, H. L. Co., The
Newmark's Advertising
Agency
Norman, Craig & Kummel,
Inc.
North Advertising
of New York, Inc.
Noyes & Co.
O'Brien, Henry J.
O'Connell, R. T. Co.
Park-Statman Advertising
Agency
Parrish, Amos Advertising
Agency
Perlman, Philip J., Assoc.
Pilling, Gordon, Advertising
Powerad Company
Preiss & Brown
Prelle, F. W. Co.
Raymond, Charles P.,
Service, Inc.
Realservice Advertising
Agency
Reiss, Joseph, Associates
Resnick & Katz, Inc.
Richmond Advertising
Agency
Ritter, Sanford, Price &
Chalek, Inc.
Romain, Harriet Advertising,
Inc.
Rosenfeld, George, Assoc.
Rundle, J. B. Co.
Sackheim, Ben Inc.
Sanger & Funnell, Inc.
Saxe Co.
Schaller, William Co.
Schonfarber, Gordon &
Associates, Inc.
Sokol, Murray, Inc.
Sterling Advertising Agency
Stuart Co.
Sudler & Hennessey, Inc.
Towers, Robert Advertising,
Inc.
Vision Arts Studios
Wibel, Herman J.
Wiener Co., Bernard
Williams, Charles E.
Advertising
Wolf, Dean C. & Associates
Woolknit Associates
Yardis Advertising Co.
Zakin Company

A PREVIEW of the "SURGING '60's"

One doesn't need a crystal ball to view the brighter horizons for knit goods. Truly, the KNITWEAR ZOOM HAS BECOME A BOOM of record proportions.

Because every business barometer points to the "60's" as a decade of great opportunity and growth for the knit goods industry—it should also hold great promise for the suppliers aggressively serving it.

How great this growth will be for you will depend on how well your company capitalizes on the increased business potential which will exist.

One of the most effective tools that can be utilized to achieve this growth—both through active sales and sustained good-will—is consistent dominant advertising in the knit goods industry's only specialized trade publication—the "Knitted Outerwear Times."

In 1960, the "Times" confidently expects to grow at an even faster rate than heretofore—both in editorial service, distribution and advertising.

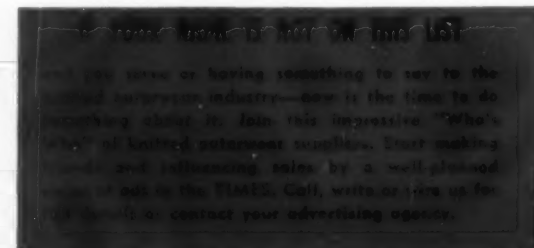
Won't you grow with us toward a bigger and more prosperous knitwear market!

As earnestly as human beings can promise, we assure you that we hope to continue to merit our acknowledged reputation as the knitwear industry's "first, most and best read trade publication."

Knitted Outerwear Times

386 PARK AVENUE SOUTH • NEW YORK 16, N. Y.

MURRAY HILL 3-7520



Warp Knitting Developments

F.N.F. Evaluating Production Of Bandages On Tricot Units

BURTON-ON-TRENT, England—F.N.F. Ltd., has been carrying out development work on the warp knitting of bandages. This development work is another example of the interest which has been shown by the British and European knitting industries in this method of bandage production over the past few years.

Originally, this interest arose in Germany, where trials with filament rayon have been going on for some time. At the start it was said that the advantage of a knitted bandage was that it could be easily laundered for re-use, an advantage which appealed to German hospitals. In Britain, however, as in the U.S.A., bandages are seldom re-used.

Fray Less

But now it has been discovered that there are several other advantages inherent in knitted bandages. Their edges do not fray as easily as the edges of conventionally woven bandages; they can be produced by knitting at speeds as great as four times as fast as by the woven methods; and they can be produced, the trial suggests, far more cheaply.

In the F.N.F. tests, the yarn used was cotton 100/1 c.c. This was knitted on a 28 gauge machine with a 28-inch width. The knitted fabric was separated into various widths, ranging from one-half inch to four inches by the introduction of a tear thread of triacetate yarn. In commercial production this tear thread

could be a soluble yarn, thus making it possible to separate the bandages more or less automatically during finishing.

With a machine production speed of 600 courses per minute, about 20 yards of full machine with bandages could be produced in one hour. If the warp knitting unit was producing 2½ inch bandaging it could be producing 30 pieces across the width. This gives an average production rate of 600 yards of 2½ inch bandaging per hour, about four times faster than that of the usual bandage loom.

Lower Cost

It has been estimated that the cost of producing knitted bandages by this method in Britain would be about .877 cents per yard for a 2½ inch bandage. The average cost for woven bandages is approximately 1.51 cents per yard.

An additional advantage claimed for the knitted product is that the tiny pillar stitch ribbing along the length of one face reduces the tendency of the bandage to slip sideways when used over a flexible joint, thus maintaining a tidy dressing.



F.N.F. knitted bandage showing method of separation

ton has been connected with the textile trade for many years, and is a registered mechanical engineer. Sales personnel have been selected primarily for their textile mill experience.

Couste, Lebocey Needles Writes Book on Market

P. B. Couste, president of Lebocey Needle Manufacturing Co., is the author of a book, "The Association of Overseas Countries to the European Economic Community." The Lebocey firm manufactures the McRoth Knitting Needles for Mac M. Rothkopf & Co.

Mr. Couste is a Doctor of Law and Economic Science.

Olivero Succeeds Hoser In Robert Reiner Post

WEEHAWKEN, N. J. — Joseph Hoser has left Robert Reiner, Inc., where he had been purchasing agent. In his place the firm appointed Albert Olivero, assisted by Thomas Fitzgerald.

Reiner is a major knitting equipment manufacturer, specializing in warp, full-fashioned and V-bed flat machines.

Gov't Procurement

Firms On Qualified List Announced By MCTSA

PHILADELPHIA, Pa.—The Military Clothing and Textile Supply Agency has added 36 additional firms to its Qualified Manufacturers List since July 1st, 1959, according to Major General Webster Anderson, executive director of the agency.

Among the firms is Diamond Sportswear, Inc., of Philadelphia, maker of sportswear and swimwear.

General Anderson said this is a continuing program. Requests for applications to be placed on the list should be directed to: Military Clothing and Textile Supply Agency, Philadelphia Quartermaster Depot, U.S. Army, 2800 South 20th Street, Philadelphia 45, Pa.

Swim Trunk Awards

(Continued from Page 1)
minimum, 2,000; no bond submitted; and Kings Point Industries, Inc., N. Y., (a&b) \$2.72; all or none; 1/10 percent-20 days; bond filed. A bid bond was filed by Mason & Hughes, Inc., Clarksville, Tenn..

U. S. Textile Forms New Sales Division

SCRANTON, Pa. — Announcement was made by A. W. Thomas, Jr., president of U. S. Textile Machine Company, of the formation of the Utex Products Division to handle sales and distribution of the company's line of yarn processing equipment, as well as a complete line of complementary machines and supplies for the textile industry.

The Utex Products Division has acquired representation in this country of the yarn converting equipment manufactured by the Barmag Company of Germany (Barmer Maschinenfabrik A. G.). Barmag units include a high speed coning machine, a draw twister and a 2-for-1 twister designed specifically for

cotton processing, as well as a complete line of machines for yarn manufacturing.

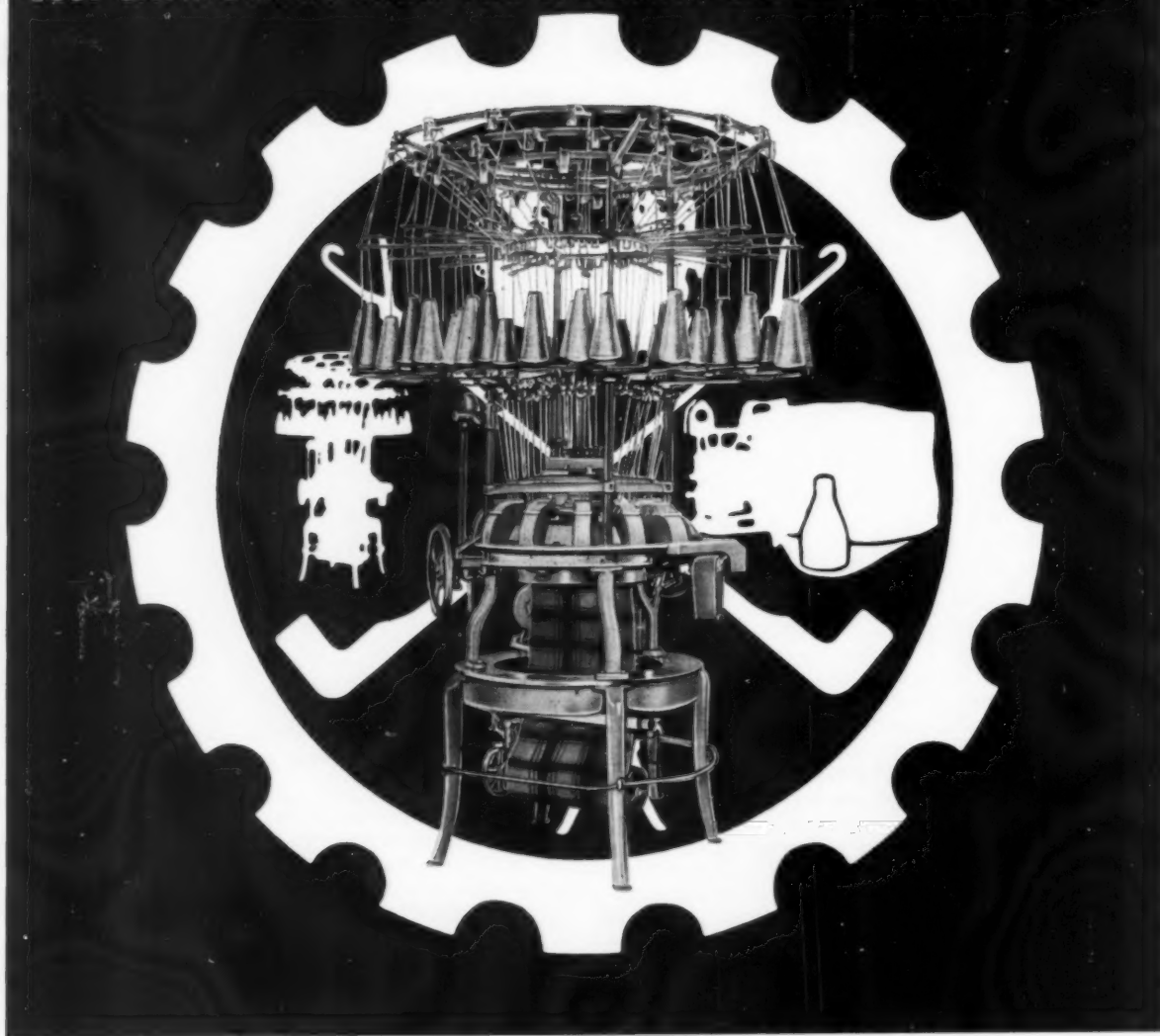
Exclusive sales rights have also been granted for Marquette Spindles manufactured by the Marquette Division of Curtiss-Wright Corporation, and McHale Flyers, made by the M. J. McHale Company.

Will Add Items

Utex Belting is another of the division's products, with ceramics and additional items for the textile industry to be added to the line as development allows. Customer service will be accentuated on all items manufactured or furnished by U.S. Textile Machine and its new Utex Products Division.

The new division is headed by A. R. Frampton, vice president and sales manager. Frampton

COST SAVING NEWS FROM THE SPEIZMAN GROUP OF COMPANIES:



INTRODUCING

THE TERROT

AUTOMATIC INTER-LOCK

4-COLOR STRIPER



The latest word in design versatility is Terrot. Speizman Knitting Machine Corporation proudly presents the 30" 14 to 24 n.p.i. high-speed Terrot that creates fabrics with woven appearance and stretch — interlock fabrics in double pique, rodier, tuck effects, vertical panels, stripes in any sequence & width, continuous color ripples, plaids, waffle cloth fabrics — anything you can draw with horizontal & vertical lines and four colored pencils — with simple, fast changeover. Write at once for color brochure.

SPEIZMAN KNITTING MACHINE CORP.

508-14 WEST 5th STREET • CHARLOTTE 1, NORTH CAROLINA • ED 4-5546

Mill Procedures

Production Control In Knitted Outerwear Mills—Part III

By T. A. PODBERESKI
Textile Management Consultant

PROPERLY instituted and executed, a production planning and control system will not only make proper deliveries of finished goods more practical. It will also reduce the manufacturing cost through combining, in the best possible way, materials, equipment and human skills. Let us take the problems of a plant manager who would like to reduce his cost of manufacture:

He cannot very well alter the existing piece work rates without improving and changing the methods to increase the workers' productivity and maintain or even increase their wages. Since in some well-run mills piece workers constitute 80 percent of the work force, he may want to look for possibilities of cost reduction elsewhere.

There are for example, the time workers. In most plants it is possible to convert time workers into piece workers and by doing so reduce the cost through a 30-100 percent increase in productivity. Even so, this area is comparatively small.

A major cost reduction program involving the labor force is at best a slow process because old habits have to be changed, mental blocks have to be overcome and union officials have to be negotiated with. It may be very beneficial but it is a laboriously slow procedure.

The next area—and this one has tremendous possibilities not always fully appreciated by factory owners—is proper layout and improved materials handling techniques. This area is increasingly important because of the present-day variety of styles and because such a large percentage of our output takes the form of bulky goods. But even the best of layouts will offer no benefits unless it is backed by proper controls.

Let me quote an example: Some years ago I designed what was considered a very streamlined layout for a firm that had grown from a 400 dozen per week plan to a 1200 dozen per week installation, without any major changes except for adding floor space. Supervisory and materials handling personnel were realigned to correspond to the new set-up, everyone was satisfied and while the management planned a weekly volume

of 1,500 dozens, I left for another assignment. A few weeks later I was recalled to be informed that nothing worked. The output was still 1,200 dozens per week and inventory of goods in process was over 13,000 dozens. Since this was the easiest, the new layout was blamed for the terrible bottleneck.

Unfortunately, it was not the layout but the controls, the same controls that had been in operation for the last decade which, despite my pleadings, were thought sufficient.

I convinced my clients this time and it was not until modern production planning and control procedures were instituted that the layout did prove itself to everybody's satisfaction.

Good Layout

To sum up, the greatest and the simplest source of savings in the cost of manufacture lies in a good layout and materials handling backed by proper production controls. I would even go so far as to say that, if I were a manufacturer and had to choose between a modern layout and a modern system of controls, I would save more money

installing the latter first. It is difficult but not impossible to manufacture in a poorly laid out plant; it is impossible to manufacture economically without controls.

A properly executed production planning and control system should offer the following financial benefits, aside from prompt deliveries:

1. Reduced in-process inventory. One firm, making over 70 styles of sweaters at the level of 2,200 dozens per week reduced, through programming, its knitting-to-shipping inventory to about 6,500 dozens and maintained it without difficulty.
2. Reduced manufacturing cycle. In the same firm the manufacturing cycle was maintained at 2-3 weeks' level. Financial advantages of such a short cycle are self-explanatory.
3. Improved yarn programming and control and drastic reduction of "dead" yarns.
4. Reduced materials handling costs through lower in-process inventories and improved handling techniques.
5. Smooth flow, continuity of similar types of work for operators and, therefore, higher productivity and earnings.
6. Finally, higher productive volume through proper and maximum programming of equipment and labor.

One hears manufacturers say at times that having a production control department adds to

the expense of manufacture and to the overhead. It does not add to the cost because in all cases the cost is already there. A manager, a foreman, a materials handling operator or, worse still, a production operator who makes lists, inventory sheets, who searches for goods on the floor, fighting his way through them, or just searches for information among the goods on the floor—they are all chargeable to production control and to the overhead. While they are performing production control functions, they are not nearly as skilled as a person engaged in the job full time would be; they are often more expensive than a clerk. While they are thus engaged they are not performing their own functions.

Thus, formalizing one's own production control functions really means job simplification within this service (and also simplification of supervisory functions). It means pin pointing the control cost in one center, where it can be easily seen and measured. Also, it means order and improved organization. Lastly, when work is thus centralized, it can be studied and simplified and even mechanized, as some functions of production control have been. Let us go briefly over the systems presently in use in the industry: Starting with yarn, the most costly element of manufacture, we not only handle it excessively but, what is worse, often lose track of it in the stock room and store it for years, especially when the lots are small. Most firms have a yarn clerk, full time or part time. The yarn records are kept in a great variety of ways.

Yarn Inventory Forms

When the yarn arrives in the mill, most firms use the receiving slip as a record of receipt. Sometimes the receiving slip is passed along to the production office and serves as a yarn inventory card from which yarn is released into production. This can be a good method, saving the clerical work of recording, if the form is designed properly. Unfortunately, I have seen few

(Continued on Page 28)



Harry Cook, production controller at Tartan Knitting Mills, checks tickets on the Yarn Control Board (on the right). On right, checking master production order cards with clerk is Peter M. Pauker, who joined the firm last year.



ALFRED HOFMANN NEEDLE WORKS, INC.

3710 HUDSON AVENUE, UNION CITY, NEW JERSEY

Tel.: OXFord 5-3388, Union 3-0200 • TWX-UNCY 1123

SOLE N. Y. METROPOLITAN AGENT: NEEDLE SALES CORP., 3710 HUDSON AVE., UNION CITY, N. J. Tel.: YUKON 6-8727
 Stockrooms at: Hickory, N. C., P. O. Box 36, Davis 4-6028 Chattanooga, Tenn., 1841 Hickory Valley Rd., MADison 2-7797

Swimwear

Catalina's Junior Sales Spurred By Novelty Cottons

LOS ANGELES, Calif.—“A renewed importance of cottons as a fashion fabric for junior swimwear is definitely reflected in our sales figures for the 1960 collection,” Kent Steinbrenner, Catalina vice president for the junior division, stated.

“We have long felt that juniors are specifically an age group and Catalina has endeavored toward featuring a line that would appeal to a young market. Lastex will continue to be popular with younger girls, due to the glamor accredited to the fabric and the more sophisticated treatment given the fabric, but we find cottons rapidly gaining prominence in our orders to-date.”

Cites 3 Factors

Mr. Steinbrenner credits three factors as influencing the popularity of cottons: color, styling and swim suit wardrobe. Color is cited most important.

We are using bright colors and combinations of colors that in the past might have been described as ‘off beat,’ he said. “But we feel that the different look of these combinations adds to their appeal and lends a gay, young atmosphere that is preferred by the junior customer.”

Unusual Print Coloring

An outstanding example of these unusual color combinations was shown in Catalina's “Cool Cat” fabric with stylized cats block-printed on cotton in three predominating colors and is being offered in two combinations. Other prints utilizing color in a unique manner are “Who's Hoot,” whimsical owls in brilliant tones, and “Sun Struck,” polka dots in high shades irregularly splashed on cotton satin.

Miss McWilliams Elected Head Of SPEA Chapter

LOS ANGELES, Calif.—Shirley McWilliams, advertising and sales promotion director of Rose Marie Reid, was elected president of the Los Angeles Chapter of the Sales Promotion Executives Association. She is the first woman president of an SPEA chapter.

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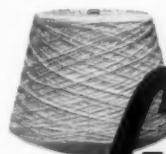


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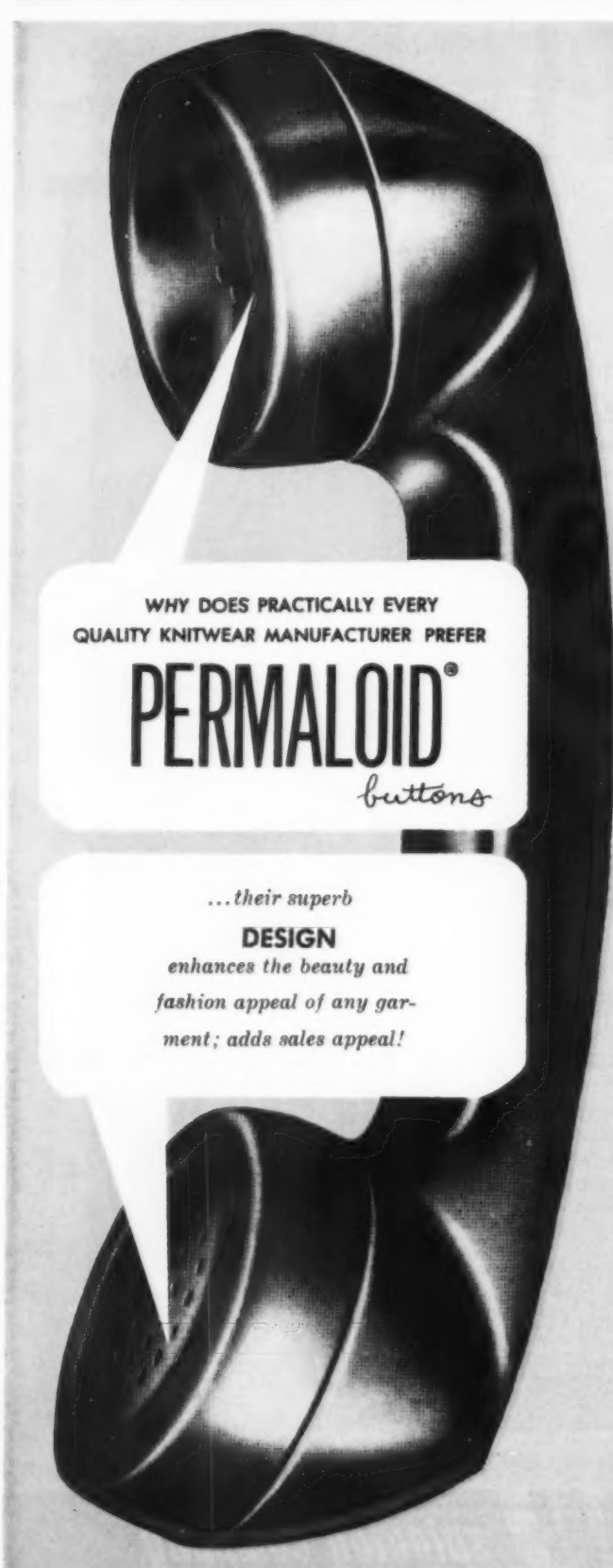


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Swimwear

Three Added To Staff Of Elon Of California

LOS ANGELES, Calif.—Elon of California, Inc., San Diego swimwear and beach accessories resource with executive offices here, has made several additions to its staff.

Eris Neal Balague has been named assistant to Robert Cunningham, president and general manager, a new post. She was at one time with Rose Marie Reid, Inc., here, in sales training and promotion. Prior to that she was an account executive with Carson/Roberts advertising agency, here.

John Moore now represents the firm in Oregon and Washington, with headquarters in Seattle, a new territory.

Fred Ferguson covers Arizona and New Mexico, with headquarters in Phoenix. The territory was formerly covered from the Los Angeles office.

Goldstein Representative Of Maxine Of Hollywood

LOS ANGELES, Calif.—Samuel Goldstein is now sales representative, here, for Maxine of Hollywood, manufacturer of ladies' and children's swimwear, according to Harvey Cooper, principal.

Goldstein, a veteran of more than 20 years in the Los Angeles market, formerly represented Elon of California for six years. He makes his headquarters at the Maxine of Hollywood address, 417 E. Pico Boulevard.

Goldstein also represents Merriwether Knitwear, Ltd., New York, with whom he has been associated for the last 10 years.

Jantzen Southern Names Malmgren Vice President

PORTLAND, Ore. — Con Malmgren, who has been manager of Jantzen Southern Inc., Seneca, S.C., for the past six years, has been made a vice president and manager of Jantzen Southern, according to announcement here by Cecil Inman, vice president in charge of manufacturing of Jantzen, Inc.

Jantzen Southern is a wholly-owned subsidiary of Jantzen in Portland. Besides manufacturing cotton swim suits, Jantzen Southern also is a warehousing



CON MALMGREN

and distribution center for Jantzen products in other divisions. The warehousing function is located both in Seneca and at Westminster, South Carolina.

Malmgren had worked for Jantzen in Portland as personnel manager for several years. He was assigned to Jantzen Southern on September 1, 1953.

Allen-A Adds Swimwear

MINNEAPOLIS, Minn.—Allen-A Sales Co., distributor of underwear, has added swimwear to its lines, it was announced by Samuel S. Clyman, president.

Mill News

Piccadilly Moves To New Showroom In New York

Piccadilly Sportswear Company, Inc., has moved its showroom from the lobby of 1410 Broadway to the 20th floor of the building, it was announced by Robert Katz, president.

The line is represented in New York City by Joe Dunn and Dick Winston. Piccadilly offers bulkies, knit suits and dresses.

California Knit Trim Is Relocated At New Plant

LOS ANGELES, Calif.—California Knit Trim is now located in its new expanded quarters at 3432 E. 14th Street, according to William Schecter, principal, who announced that the large, one-story, stucco plant has an area of 4,500 square feet, with both daylight and the newest fluorescent illumination.

There is a large truck loading
(Continued on Next Page)

area and additional equipment has been installed.

California Knit manufactures novelty knit fabrics for collars, both bulky and shawl, waistbands, cuffs and sleeves, for men, women and children.

Two Assume New Posts At William Carter Co.

New appointments for quality control director and plant superintendent of The William Carter Company were announced by Lyndall F. Carter, president of The William Carter Company.

Paul M. Felker succeeds Oliver B. Beckwith, resigned, as quality control director supervising the firm's six mill installations. Previously, Mr. Felker was quality control manager of Carter's plants in Barnesville, Thomaston and Forsyth, Ga.

Emmett Battson has been named superintendent of the Thomaston division. He was formerly superintendent of Griffin Garment Company and before that was manager of Arkansas Cotton Mills and manager of the standards department at the Crompton-Highland Mills. He succeeds James F. Pruett who resigned.

Braemar Officer Visits N. Y. For Line Opening

Douglas Lewis, commercial director and member of the board of Braemar Knitwear, Ltd., arrived in New York on January 26 from Hawick, Scotland, to help launch the Braemar fall line during market week.

Mr. Lewis and Robert Waldie, president of the Braemar New York sales organization, are co-hosting a press showing of the firm's cashmeres at the showroom Wednesday.

Monte Bernstein Makes European Fashion Trip

Monte Bernstein, head of Monroe Sportswear, New York City, and Mrs. Bernstein left on January 26 for a two week buying trip to Florence, Rome and Paris. They planned to attend the fashion showings in those cities.

North American Moves

CHARLOTTE, N.C.—North American Mills, Inc., has relocated its manufacturing plant and executive offices to a new site, here, on South Draper St.

Yarn Suppliers

Randolph Mills Formed By Urmston, LaFar

Thomas H. Urmston has organized with the D. R. LaFar, of Gastonia, N. C., Randolph Yarns, Inc., a South Carolina corporation, to produce Orlon knitting yarns from tow on the Turbo system.

Mr. Urmston is vice president of this new company, Mr. LaFar is president.

Output at the mill will be sold by Randolph Mills Corporation, 450 Seventh Avenue, New York City. Mr. Urmston is president of the sales agency and Jack G. Casey is vice president. William J. Carnahan of Philadelphia, is the firm's sales representative for that area.

Randolph Yarns' production will include tow-dyed, skeindyed, and natural Turbo processed yarns as well as Taslan-processed natural and tow-dyed Orlon.

Before organizing Randolph Mills Corporation last year, Mr. Urmston was president of Ramseur Worsted Mills and prior to that was with the DuPont Com-

pany for 27 years.

Previous to his affiliation with the new company, Mr. Casey was associated with Ramseur Worsted Mills and before that, with Guerin Mills of Woonsocket.

Federal Spinning Corp. Yarn Plant Is Completed

SANFORD, N. C.—The new spinning plant being erected here for Federal Spinning Corporation has been completed. Machinery for the manufacture of Turbo-processed Orlon yarns is now being installed.

The plant is expected to start operations in about two months. Bennett M. Berman Associates represents the new facility. Mr. Berman is one of the principals of the new mill.

Norman Lynn Appointed To Nat'l Spinning Staff

Norman Lynn has joined the sales staff of National Spinning Co. covering the Metropolitan New York area. He was previously an executive trainee with James Talcott, factors, and before that served as a Contracting Officer in the Army.

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Financial

'59 Described As Record Year For Jantzen's Sales

PORTLAND, Ore. — At the annual stockholders' meeting of Jantzen Inc., held at the company's offices, here, on January 12, Kenneth C. Smith, vice president and treasurer, pointed out that Jantzen in 1959 experienced its best year to date.

"When our year started, the economy was just recovering from a minor recession. Business started out slowly, accounts were reluctant to place early orders in volume.

"However, after a good Christmas, business increased; and now, for over 20 years, sales have been higher than the preceding year. Total net sales were \$48,962,161 — up six percent over the previous year."

Smith said that while the cost of doing business and price of nearly everything purchased continued to rise, the company had been successful in reducing total operating expenses in most areas and still was able to increase total production.

Smith opened his remarks by observing that, "It certainly isn't right to call an annual meeting a party, but I hope you will forgive us when we say, 'Welcome to this, our 50th Birthday Party.'"

To Stay In Portland

In a statement seemingly designed to quell recurrent local rumors that the company plans to move from Portland, he added, "We were incorporated in Oregon on January 21, 1910. Oregon has always been our home and, contrary to rumor, it is our hope that we can call Oregon home at the end of the next 50 years."

Mr. Smith traced activities of the past year for the stockholders, about 90 percent of whom were in attendance, either in person or by proxy. He said that "we of course buy new equipment each year as better or more efficient machinery becomes available. We endeavor to keep our plants the most modern, up-to-date in the industry because we feel they are the most efficient.

"Last year was no exception;

we purchased a number of new knitting machines, many new sewing machines and other equipment.

"The little plant we first built in the South in 1953 has continued to prosper and expand. Prior to last year we had made one addition to the original plant and leased another. Last year the owners added another 25,000 square feet to the plant under lease."

Greater Flexibility

Smith also told stockholders of the purchase last April of the building, land, equipment and all assets of the Harold L. Grubman Company, which formerly had manufactured Jantzen bras. In so doing, he said, Jantzen achieved greater flexibility and an opportunity to expand the plant as additional merchandise is required.

"At the same time we feel the operation of the plant by ourselves will yield an attractive return on the investment." Mr. Smith said that an addition of 9,000 square feet to this building had been completed this winter.

In addition to the Grubman purchase, Jantzen during the past year acquired control of its Canadian licensee, through purchase of 71 percent of the common stock, giving it a total ownership of approximately 79 percent.

Canadian Market

"We feel that the Canadian market offers very attractive prospects for rapid expansion in the '60s and will represent a good investment.

"From a financial viewpoint," Mr. Smith said, "we were able to show an increase of working capital of \$980,000, almost a million dollars. We feel it is most important because, if we are to grow as we have in the past and as we think we will in the future, these funds will be badly needed to finance additional inventories, accounts receivable and even to build additional plants.

"In 1959 we expanded our sales organization considerably and, perhaps more importantly, extended our specialization program. In most major markets we will have one sales organization selling only ladies' swimwear,

(Continued on Next Page)

play clothes or sweaters and skirts; another individual or group selling only men's and children's merchandise, and, of course, the third individual or group selling only brassieres and girdles.

Market Concentration

"We feel this will give us greater market concentration, and hence more sales for the future, for each of these categories.

"We are looking ahead for substantial growth in the 1960s. The sportswear market is expanding, people have more leisure time, and they have more money to spend. They play more—they travel more. This is our market."

Business of the meeting included the re-election of Mitchell Heinemann, Ronald M. McCreight, and Cecil E. Inman as directors for a term of three years.

On the following day, the board of directors met and re-elected the following officers: J. A. Zehntbauer, chairman of the board; Paul M. DeKoning, president; C. Roy Zehntbauer, first vice president; Mitchell C. Heinemann, executive vice pres-

ident; E. C. Klindworth, Ronald M. McCreight, Mayer G. Monroe, Donald E. Kennedy, Cecil E. Inman, vice presidents; Kenneth C. Smith, vice president and treasurer; George D. Ruby, secretary; Carl C. Jantzen, assistant treasurer, and Ruth Turpin, assistant secretary.

Bobbie Brooks Votes 2 For 1 Stock Split

CLEVELAND, Ohio—Directors of Bobbie Brooks, Incorporated, manufacturers of apparel for young adult women, have voted to recommend to shareholders a two for one split of the company's stock.

The directors also announced plans to declare a dividend of 10 cents on the new stock, payable on May 16 to shareholders of record on April 29, if the split is approved. This would be equal to 20 cents on the present shares, or an increase of approximately 14 per cent over the previous dividend.

The proposed split will be acted upon by shareholders at a special meeting to be held in Cleveland on February 24. If approved, the split is expected to have a record date of Feb-

ruary 26, and it is expected that stock certificates representing the additional shares resulting from the split will be mailed to shareholders shortly thereafter.

The first public offering of Bobbie Brooks stock took place in February, 1959, and the present total of 609,664 shares of capital stock outstanding would be increased to 1,219,328 by the proposed split. There is no preferred stock outstanding.

Four dividends of 17½ cents each have been declared during the past year.

Record Sales, Earnings Reported By White Stag

PORTLAND, Ore. — New all-time highs in both sales and earnings were reported by White Stag Manufacturing Co. for the firm's fiscal year ended November 30, in a recently issued report by Harold S. Hirsch, president.

Sales in the 1959 fiscal year were \$19,576,000, as compared with \$14,882,000 in the previous year, an increase of 31.5 percent.

Net profits reached a new peak of \$1.70 per share on Class A and Class B stocks com-

bined. On a comparable basis and calculated on the present volume of shares, net profit for the preceding year amounted to \$1.35 per share.

Sales volume was much more nearly equalized throughout the year during 1959. While in past years the sales volume during the first six months' period greatly exceeded that of the final six months, these two periods were nearly equal during fiscal 1959. Sales amounted to \$9,924,000 during the first half of the year and \$9,662,000 during the second half.

In order to handle the firm's larger production requirements, the Portland plant capacity has been increased by 15 percent.

Obituaries

Edward Sayce, Carter Yarn, Thread Purchaser

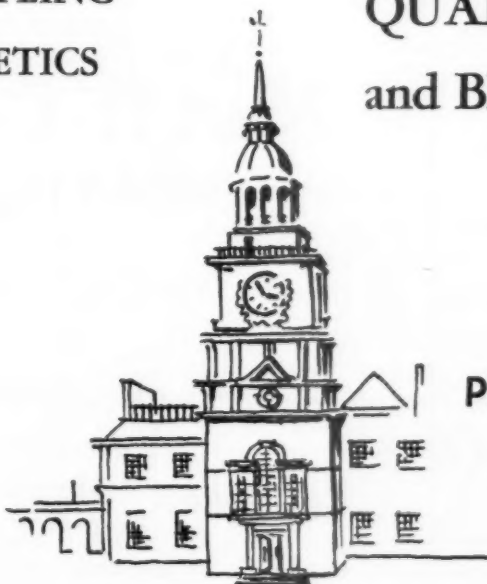
NEEDHAM HEIGHTS, Mass.—Edward G. Sayce, purchaser of yarns and threads for The William Carter Company, manufacturers of Carter's knitwear, died suddenly at his home in Needham on January 16.

Mr. Sayce was with Carter's for 45 years

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Synthetic Fibers

Japanese Cellulosic Fiber Topic Of AATT Meeting

J. B. Goldberg, textile consultant, will discuss Alon, a high tenacity acetylated cellulosic fiber, at a meeting of the American Association for Textile Technology on February 3 at the Della Robbia Room of the Hotel Vanderbilt, New York City.

The presentation is based on a paper prepared by Takeo Takagi, vice president of the Toho Rayon Co., Ltd., Tokyo, Japan. Toho produces Alon for Japanese consumption. The fiber has been under evaluation in the United States by a few fiber producers and mills.

Spun-Dyed Acrilan Fiber Produced In Ireland

COLERAINE, Northern Ireland—A report from Chemstrand Ltd.'s new plant states that equipment has been installed for producing spun-dyed Acrilan. First experimental quantities of 3-denier two-inch staple, in black and gray, are expected to be released from the plant later this month.

This move to produce spun-dyed acrylic fiber commercially is seen by some British authorities as an effort to widen the market for Acrilan in Britain and Europe and thus provide the opportunity to use to the fullest the productive capacity of the new plant.

Black and Gray

It is believed that the development work on the mass-pigmentation process was carried out by technicians in the parent Acrilan plant at Decatur, Alabama. Black and gray have no doubt been selected as the first colors because of their popularity in most branches of the Continental textile trade. Details about the other colors in the range have not yet been given but are expected to be released shortly, and it is reported that sampling lots of several colors will be available in the first three or four months of this year.

In the meantime, sampling quantities of the black and gray spun-dyed fiber will definitely be available to British knitters next month and bulk production is expected to start in March.

(Continued on Next Page)



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This colored staple fiber will cost about 20 cents per lb. more than the recently reduced prices for conventional Acrilan staple.

Firm Seeks To Enjoin FTC On Generic Name

WASHINGTON, D. C.—Courtaulds (Alabama) Inc. is seeking to enjoin the identification of its cross-linked cellulosic fibers as rayon under the rules and regulations promulgated by the Federal Trade Commission pursuant under Textile Fiber Products Identification Act.

In a complaint filed on January 21 in the United States District Court for the District of Columbia against the FTC, Courtaulds has asked for a review of the FTC's refusal to establish a separate generic name and definition for cross-linked cellulosic fibers which Courtaulds sells under the trademarks Corval and Topel.

In a presentation to the FTC in March 1959, Courtaulds suggested the coined name "lin-cron" for these fibers, in which chemical bonds have been established at random between molecular chains so as to form a three-dimensional polymer.

Dyeing

Murray Catin Joins Central Yarn & Dyeing

GASTONIA, N. C. — Appointment of Murray G. Catin as eastern sales manager for the synthetics division of Central Yarn and Dyeing Company was announced last week.

Mr. Catin will be officially connected with the company's sales organization, Kemfast Textiles, Inc., located at 1410 Broadway, New York City. He will service sweater and sportswear companies using acrylic fiber and wool yarns, as well as yardgoods knitters and weavers of spun and filament yarns.

Formerly With Banner

Mr. Catin was formerly sales manager for Banner Skein Dye Corporation, Brooklyn. He was also previously connected with Brooklyn Yarn Dye Company.

Central package dyes natural and synthetic fiber spun and filament yarns.

The company also operates a plant in Cherryville, N. C., which commission dyes sweaterstrips and full-fashioned sweaters.

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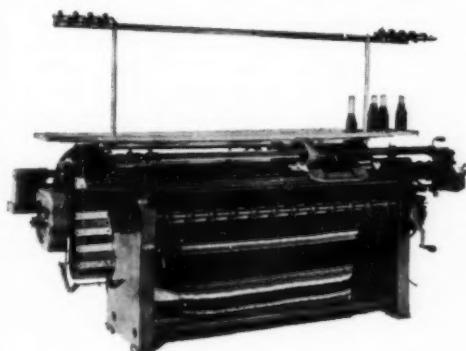


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Men's Wear

Knits Well-Represented At MAC Mart; Variety Of Sweaters Wide

BOSTON, Mass.—Knitwear constituted a large part of the 500 lines displayed in the five-day showing of the Men's Apparel Club of New England, which opened at the Parker House on January 10. Mill representatives said that there was a large volume of small orders and much activity.

There was a much greater variety in sweaters than is usually found at a spring and summer showing and all houses had several selections with shawl collars and boat necks which continue popular following a big fall success. The Italian or Continental collar combined with a low V-neck was favored for knit shirts. Multi-color stripes were widely used as trim but garments of solid shades were also plentiful. Napped and sheared fabrics made an appearance in a number of sweater lines.

Rugby Knitting Mills has three styles in napped and sheared high-bulk Orlon. They are a sleeveless pullover with a low V; a shawl collared sweater with two inset pockets set low and close to the hem line; and a long-sleeved V-neck number. They are offered in camel, white, black, gold, smog and ivy green with a wide stripe trim in three contrasting colors.

Bulky Variations

These three styles are also offered in bulky ribs in color combinations of white and black with jockey, gold, or ivy green providing a third shade.

Jack Charrette, of Rugby

Mills, said that this wide three-color striping is also popular on short-sleeved ascot model shirts with an open deep V and Italian collar. They are offered in various arrangements of black, olive, gold and beige and also white, powder blue, navy and red.

Ban-Lon pullovers are still the biggest items in the Puritan Sportswear line according to Paul Weinrebe; however, two new Orlon fabrics, Olé and Cantrece, brought out late in the fall, have also been giving a very good accounting. The Olé is a crimped style having the appearance of terry cloth, but much softer. Sweaters of Cantrece, in an interlock stitch, have the look and feel of glove silk. The Cantrece sweaters are full-fashioned and are offered in white, straw, beige, sage green or Carolina blue.

Contrast-Trimmed Group

Olé has been used by Puritan for shirts, pullovers, cardigans and vests, all matching and trimmed with two contrasting colored stripes. Stripes on the long-sleeved five-button cardigans run horizontally and are set four inches apart. Color combinations include white, and blue, light oxford, medium oxford and black on wheat, olive, blue or light oxford and also mustard and black.

Shawl collars have been used on a line of Puritan's cotton boucle, knit shirts trimmed with a three inch wide placket of fine gauge ribbing. One has an

(Continued on Next Page)

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edging of white about the collar and another has three hairlines of white trim. These shirts are known as the sun dial line and the symbol is embroidered in two colors on the breast pocket. Basic colors for these shirts are blue, Java, black, olive and gold.

Phil Kaye, of Brentwood Sportswear, said that five-and six-button bulky cardigans with shawl collars and also bulky pullovers were good for immediate delivery and that there appeared to be a preference for the solid colors.

Kodel And Corval

For Spring, Brentwood has used a blend of 55 percent Kodel, a polyester fiber and 45 percent Corval, a cross linked rayon, for five styles offered in nine solid shades.

Kaye said the demand was terrific and that the fabric has been used in two pullovers, an action sleeved sweater and a boat neck; a six-button cardigan; and a jersey knit golf shirt.

Elasticized cotton and nylon have been used for a popular line of John L. Sullivan swim trunks by Brentwood. One single size will fit sizes 18 to 38. They are offered in vertical stripes

and solid shades. One unusual color pattern combines black stripes, and stripes of yellow edged with red, red edged with white and white edged with red. There is four inches of elasticized belt in front fastened with a decorative criss-cross metallic clasp.

Napped and sheared cotton has been used by Kandahar to produce sweaters with a very novel effect. They are offered in gold, olive and powder blue and combine the V-neck and Italian collar with a hairline trim of white.

Henry Helfeld, of Kandahar, said that a short-sleeved Orlon mesh sweater with a stripe of criss-cross stitching on the top of the shoulders and sleeves, brought out late in the fall, was also popular here for the spring and summer season. This garment has a two-button placket and fashioned collar, edged with a contrasting color. It is available in white, black, powder, tan, gold, oxford and olive tones.




Kandahar representatives also report good sales for Ban-Lon sweaters in an allover jacquard stitch in solid shades of black, camel, coffee, gold, navy, olive, powder blue, silver and white.

**IF YOU'RE LOOKING
FOR YARN...**

**look to
French Worsted**



Look to French Worsted and its Dauray Textiles Division for America's most expert handling of all your yarn requirements.

-  Stabilized continuity of yarn quality — year in, year out
-  Original yarn consultation and engineering
-  Service and delivery to insure efficient production.

First among "Orlon"™ tow-dyed spinners
*DuPont's acrylic fiber

**The French
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Woonsocket, Rhode Island



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1/20's to 2/60's

**ZEPHYR HEATHERS
FRENCH SPUN 11½'s
TEXTURALIZED® NYLON**

For High Quality BAN-LON® Products

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Colors and heathers

SUPERIOR 7 STOCK

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KNITTED OUTERWEAR TRADE

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on *FINISHED* sweaters
— just like *handwork*

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any part of any garment right side of garment



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TACKING
MACHINE**



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Infants' And Children's

Orlon Accounts For Heavy Spring Ordering At Active Upstate Mart

SYRACUSE, N. Y.—Traffic at the two-day spring showing of the Empire State Juvenile Mart, Inc., at the Hotel Syracuse, here, was heavier than last year in spite of icy weather conditions, according to Irving Green, president.

Orlon accounted for strong interest and ordering. It was being shown in brushed bulkies; in the so-called tote sweaters which are being promoted as wear-everywhere spring items; and in napped and sheared numbers.

Opinion at the exhibit was that "the big thing in swimwear today is the knit suit."

Sheared Orlon

Ernest G. Jessel, of Janie Originals, Inc., reported that buyers favored a sheared Orlon cardigan in red and pastel shades, retailing at \$5.98 for sizes seven to 14. A new eye-catching number is a collared bulky cardigan in horizontal two-tone stripes provided in four different color combinations. It retails at \$6.98 for sizes seven to 14. The same long-sleeved style in a novelty stitch, but lighter in weight, retails at \$5.98.

Collared Cardigan

Regal Knitwear offers a collared Orlon cardigan of the tote sweater type in a two-tone horizontal stripe in any of four color combinations, according to Harry M. Wyler. It retails at \$5.98 and \$6.98 in the seven to 14 range.

Among the firm's white Orlon bulkies with embroidered and applied motifs is one with a French poodle design, available in sizes four to 6X, seven to 14 and the teen range.

Polos In Demand

Mr. Wyler described cotton knit polo shirts at the \$1.95 price point as in demand with buyers.

Swiss knit shirts with matching stretch socks drew "terrific" holiday response and are continuing in high favor, Charles L. Cohen, representing Famous Knitwear and Knit-Mates, Inc., said.

A V-neck model with sailor

collar and a turtleneck treatment were especially good sellers, he reported. A boys' collared zip front bulky was also outstanding. It comes in navy with red or white trim.

Pastel Embroidery

Girls' high-bulk Orlon cardigans in white with dainty pastel embroidery were shown by Walter Niederhuber in sizes two to three, four to six and seven to 14. They retail at \$2.98 and \$3.98.

A spring weight five-button Orlon cardigan for boys was particularly popular in olive and gold with jacquard trimming.

Cotton knit swim suits in a white trimmed hound's tooth check were displayed by Mr. Niederhuber for the seven to 14 and teen ranges, at \$3.98 and \$4.98, retail, respectively. An all black cotton and rubber knit for teens is priced at \$5.98.

Sports Coordinates

The importance of dyed-to-match sportswear in the White Stag line was emphasized by Alex Gottlieb. Cotton boat neck polos striped widely in peach, blue and mocha or mocha, green and yellow are mated with shorts and slacks. Such coordinates come in three to six, seven to 14 and sub-teen sizes and retail at \$2.50 and \$2.98.

Knit Coordinates, Sportswear Star At Spring Mart

PITTSBURGH, Pa. — Coordinates and a wide range of boys' sports items took center stage in knitwear at the Pittsburgh Children's Mart, held from December 27 to 31 at the Carlton House Hotel, here. More than 150 manufacturers were represented at the show.

Although most representatives reported that the number of buyers was down from last year, dollar volume was expected to equal ordering at the 1958 mart, principally because of a noticeable trend toward higher-priced

(Continued on Next Page)

merchandise. Merchandise shown was well-received and most dealers expressed satisfaction with the turnout and pace of orders, despite merchants' uncertainty over the then unsettled steel strike.

Buyers found relatively little new from a styling standpoint, although color presented a novel picture. Golds, clays and a rich array of turquoise, surf and green shades were featured in sweaters, coordinates and beachwear.

Orlon Bulkies Favored

Orlon was the strong favorite among the synthetic fibers, carrying over from a winter season in which most buyers reported brisk action in bulky sweaters, especially of Orlon. The acrylic fiber was also outstanding in the consistently good spring sales of pre-teen and smaller size bulkies. Brushed Orlon cardigans were also among the fastest-moving items in pre-teen ranges.

Helanca shared the spotlight with cotton knits in swim suits. Here, too, bright colors were the main accent rather than new departures in styling. Several manufacturers said that sales of Ban-Lon items were slow, with resistance blamed both on price and fiber performance.

Boat neck pullovers and shirts with muscle sleeves were objects of buyer interest. Coordinating shorts and clam diggers drew attention. Knit blouses striped for integration with fabric texture were shown extensively.

Generally, manufacturers reported strongest interest in specialty stitch constructions of all types, rather than plain flat knits. Infants' knit shirts were the single exception to the trend

toward novelty surface effects.

Most dealers at the mart reported that they found the demand was strongest for items with specialty stitches. "Anything but a flat surface," moves well, one salesman commented.

Bulkies Continue Big

Bulky sweaters, which were well received this winter, carried over with success into spring lines. Blouses and sport shirts featuring cable stitching and basket or mesh textures also attracted considerable interest, several dealers agreed.

Many of the children's garments shown had colored stripes placed to coordinate with the fabric texture, leading to a favorable response from buyers.

Orlon was named as the overwhelming favorite of the synthetic fibers; both cotton and wool remain popular among the natural yarns. Helanca showed well along with cotton knits in swimwear lines. Acrilan and Saaba were seen only in a few items and received no real test this season at the Pittsburgh show. Ban-Lon, on the whole, was poorly received by buyers, who said they were going on experience learned this winter in handling merchandise of this fiber.

Sales Ahead

A sampling from among representatives at the show indicated that sales were running about as well as they were a year ago. Several dealers said that they had fewer customers than last year, but that the order total was as high as it was then.

Most of the larger stores apparently were stocking spring and early summer lines at about the same pace that they did last year.

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FOR 2 OR 3 COLOR
TRIMMINGS OR 4
OR 6 SOLID COLOR
TRIMS

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Woonsocket, Rhode Island

TEXTURALIZED® NYLON
for BAN-LON® GARMENTS

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YARN CORP.**

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Output Control In Knitting Mills

(Continued from Page 15)

forms thus designed with the result that long before the yarn has been used up the slip is most difficult to understand.

Some firms keep a yarn record in the form of a bound book and incoming lots are entered, one lot to one page, by the total quantity of yarn received, no record being made of the case numbers and their weights. In many instances the pages are plain and they too become messy. After the yarn has been used, the pages remain in the book, apparently for historical reasons, but really adding to the book's thickness and to the confusion. In other firms yarn cards of the cardex type are used and again some firms record the cases and others do not.

I believe that not recording of the yarn cases on yarn forms has serious disadvantages, very costly to manufacturers, especially the larger ones.

Few mills have adequate storage areas for yarn. As yarn comes in one lot may be stacked in a number of different locations, depending on empty space available. Yarn cases being unrecorded, a lot of time (and overtime) is spent looking for cases supposed to be in the yarn room. Odd cases are at times covered by other lots and colors and do get lost. Small cases of yarn, returned as excess from knitting, can under such circumstances become a menace and they may be here, there and everywhere, making the floor disorderly and remaining hidden until the next inventory.

When only the total poundage of yarn received in a lot is recorded, orders are issued and required amounts of yarn are deducted from the total figure, leaving a balance on hand. This balance becomes more and more imaginary as more yarn is drawn from stock. It happens, when this system is used, that when an order is issued towards the end of the lot, there is no more yarn left or an insufficient amount of it, or not enough yarn is left over for knitting of a matching trim. It is then that the search starts and panic develops. Worse, we often don't know where the excess yarn used up did go.

For these reasons I am in

favor of keeping a record of the total poundage in the lot and of its component parts by case number, its weight and also the location of each case, especially in larger yarn rooms.

Yarn Issue Methods

Issue of yarn into knitting is also done in a number of ways. In some mills the exact weight of yarn (plus a certain percentage) is broken out and sent to the knitting room. Here some yarn may be (or may be not) put aside for the knitting of trim parts. In other firms an entire case is sent up to the knitting department and attempts are made to follow it up with other orders using the same lot of yarn, the following cases being sent up after the first one. When all the orders using the lot have been knit out, the excess yarn is packed into a case and sent back to the yarn storage room. If such a part case is numbered and its presence, weight and location are recorded, there is a good possibility that it will be used at the first next opportunity. If not, it may get lost.

It is interesting to note that in some mills under some circumstances the size of a knitting order is determined by the weight of the case of yarn. The entire case is used up and for simplicity the yarn case number becomes the order number.

In some mills the same lot of yarn may be used in two ways: Certain knitting machines will knit the yarn efficiently without it being backwound. The same yarn going on other machines (possibly knitting a different stitch) has to be backwound first. Such double use complicates the issue of yarn because of an extra operation, its timing and may necessitate extra recording.

Thus, in keeping the yarn inventory we may need three basic types of information, namely:

1. Unopened cases from the spinner
2. Backwound cases, ready for knitting
3. Part cases of yarn returned as excess from the knitting to yarn storage.

The inventory card should, as has been mentioned before, have a record of case number, new case number after backwinding (or re-packing of returned yarn), weight received,

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weight after backwinding and, last but not least, the location of each case. Extra work required for proper record keeping may be well worth while when we deal with the expensive yarns we use these days.

Yarn Control Board

The photo accompanying this article shows a novel approach to yarn inventory records presently in use at Tartan Knitting Mills of Philadelphia and reproduced here through the courtesy of the mill's management. The entire yarn inventory is kept on the visual control board. Each yarn case is represented on the peg board by a ticket which contains all the pertinent information, including the case location. The board is divided into yarn types and colors. The case cards are in three colors: (a) spinner's cases, (b) back-wound cases and (c) cases returned from knitting.

Visual boards used in inventory and production control have distinct advantages. In this case the production controller can determine at a glance if a certain yarn color is in stock and whether or not it is back-wound. Since the part cases and odd cases are indicated by contrasting color cards, they stand out and their very presence forces the production personnel to use them promptly.

From the top management point of view visual controls are ideal. A busy top executive may walk into the production control office and, at any time and without any preparatory work, can see at a glance how his plant is doing—where there is excess of one color; not enough of another; uneven distribution of backwound yarn, and above all, too many cases of odd yarns and part cases which should have been used up long ago on orders or for contrast trimmings. Since everything is in plain view, the board helps him to supervise, to manage.

In the case of the system illustrated on the photograph, the yarn is ordered to be sent into knitting by specific cases by the production office. Appropriate cards are taken off the board and are sent to the yarn stock room. Since not only the general location of the cases is known but also their position in the stacks of cases, such remote control presents no extra han-

dling problem. Naturally, cases of the same yarn lot are kept together on the board.

In the following article I shall endeavor to describe the approach to administration of Production Control in a modern sweater mill.

Retailing

Hengerer Revises Buying And Merchandising Staff

BUFFALO, N. Y.—Several changes in merchandising and buying posts have been announced at The William Hengerer Co., here.

Daniel Miller, merchandising manager, has broadened his duties to include the merchandising of all children's wear, including sweaters, swimwear and other knits. He has also taken over the budget sportswear merchandising duties at the store.

Andrew R. Andrews, former children's wear merchandising manager, has been named to the newly created post of assistant to the president.

Christine Castellano, former better sportswear buyer at J. N. Adams & Co., has been appointed buyer of all active women's sportswear. She succeeds Margaret Lunger, who becomes buyer of better sportswear.

Kathryn Gregory takes over the buying duties of the teen and newly-created sub-teen departments, succeeding Rosalind Leto, who has been transferred to Hengerer's suburban Amherst store. Mrs. Gregory was previously with J. N. Adam.

Name Two To Knitwear Buying Posts In Buffalo

BUFFALO, N. Y. — Mary Pellicano and Raymond Gillman have been named to basement store buying posts at Adam, Meldrum & Anderson.

Miss Pellicano will buy infants' and children's wear, including sweaters and other knits. She held a similar post with J. N. Adams & Co. Mr. Gillman's buying duties of men's and boys' wear will encompass sweaters, swimwear and other knitwear.

The new basement store will be opened when Adam, Meldrum and Anderson moves across Main Street this year into the former J. N. Adam building.

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Automatic Bartacking and
Trimming Attachment . . .

THE

"TAC-TRIMMER"

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- Will give you a custom finished garment with inexperienced help.
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- A single operator can bartack and trim 150 dozen sweaters per day.
- Eliminates separate thread trimming or clipping.
- Eliminates pulling back, through itself, the overseam thread overrun with a knitting needle or hook.
- We can supply this device for attachment to the Singer #269-W9 Bar Tack Machine, the Pfaff 3334-1 Bar Tack machine and the Reese S2 Bar Tack or button hole machine.

We'll be pleased to demonstrate this amazing cost-saving device at your convenience.

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FOR SALE

KIDDE RASCHEL LACE MACHINES
6 bars—model C (late nos.)
2—machines 48 gauge
2—machines 36 gauge
Fully equipped, stop motions, etc.
In good condition, now operating.
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MACHINERY FOR SALE

Hand Links and Links machines. Located in Puerto Rico. In first class condition—Grossers. Many equipped with special combs. Have been in recent use on bulkies using every other needle.

BOX 430L

FOR SALE

2—Wildman Jacquard LH machines, 10½ cut, serial #5824 and #5825. Perfect condition, 1 year old.
1—Queens flat machine, 10 cut, 60" bed, serial #1132.

BERGMAN KNITTING MILLS, INC.

22nd & Lehigh, Phila. 32, Pa.

Baldwin 3-1900

WANTED

8 or 10 cut BAN or BARB.
Please include serial number.

BOX 40P

FOR SALE

1—30", 7 cut Jacquard LH machine
1—15", 8 cut Jacquard LA machine
1—15", 11 cut, Jacquard TA machine
2—160-2, Lewis label sewers
1—Metropolitan model 940C with table and motor
2—Glomark machines with 5 lamps
2—6 spindles each, Universal backwinders
2—1 spindle each, Universal backwinders
2—6 point brand new Sotco loopers
60—metal working cans with rubber wheels, sizes 18 x 17 x 26

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Appraisals and Liquidations

671 Bushwick Ave., Brooklyn 21, N. Y.

Glenmore 2-4936

BEST BUYS

1—Phila. Jacq. LH, 30", 8 cut, 6 feed, 3 color strippers
2—Phila. Jacq. LA Mach., 30", 7 & 10 cut, 12 feed, 3 col. str.
2—Scott & Williams, 30", 32 feed, 14 & 24 cut
2—Leighton transfers, 6½ & 10 cut, 32" & 34", 9 feed, 4 col. str.
1—Phila. Jacq. AI, 32", 32 feed, 15 cut
2—Phila. Jacq. TJ, 28", 7 cut, 4 feed
4—Phila. Jacq. TAI, 30", 13½, 14 & 16½ cut, 12 feed, 4 col. str.
3—Phila. Jacq. TA, 6 cut, 14", 15", 16", 4 feed
8—Phila. Jacq. TA, 11" to 20", 4 feed, asst. cuts
1—Phila. Jacq. MLW, 28", 11 cut, 24 feed, automats & wheels
4—Wildman PB2, 15", 17", 18", 20", 8 and 10 cut
1—Universal flat, Supramat, 63", 4 cut, excellent condition
1—Stafford & Holt, 30", 4 & 7 cut
1—Lamb border Mach., 8 cut, double head
2—Steam tables & pressing machines, 24 x 48, 30 x 48
1—Kastrinsky calendar machine, 60" with trolley
1—U. S. Mock fashioning machine
4—Loopers, model P, 12, 14, 15, 16 point
2—Eastman knives, round and straight
2—Universal 6 spindle backwinders

Joseph Kopelowitz

APPRAISALS — LIQUIDATIONS

600 BWAY, B'KLYN 6, N. Y.

Evergreen 7-1145

MACHINERY FOR SALE

1—Queens 10-cut "V" bed flat
4 bar 50" machine, 1013 needles.

BOX 40H

WANTED

5 or 6 cut rib machines, 16" and up.

BOX 56

WANTED

7 or 8 cut Universal 63" machine, must be in A-1 condition.

NA-LOR KNITTING MILLS

1027 Callowhill St., Phila. 23, Pa.

WAlnut 5-8021

FOR SALE

48 Kidde compensators 0-25 grams, priced reasonably.

HAVSY KNITTED SPORTSWEAR CORP.

TR 5-5737

WANTED

4, 5 and 12 cut hand flat machines, 32". May be Jacquard.
4, 5 and 12 cut power fully automatic 60" machine.
Small knitting plant located in New York City.

BOX 51

FOR SALE

2—13 cut Philadelphia Jacquard TAI machines. In excellent condition, with complete setup for changeover to jersey, (needles, parts and spaces.)

TEmpLe 5-3226 — New Jersey

FOR SALE

12 National sewing tables with 2 motors.
3 years old.

Taylor 7-8074 or BOX 50B

FOR SALE

1 Paris automatic pressing machine, set up for ladies' sweaters. Used very little, reasonable.

OMNIBUS MANUFACTURING CORP.

22 E. Merrick Rd., Freeport, N. Y.

FReeport 9-6050

WANTED

8" Brinton (27 to 60 needles), 2 feed, with or without stripers, to knit rib or half-cardigan stitch.

BOX 50N

MACHINERY FOR SALE

2½ gauge power machines
2—32", 1—40".

BOX 50Q

WANTED

12 cut Jacquard TA or TAI machine.

Write specifying total needles and further particulars.

BOX 50CC

YARNS WANTED, FOR SALE**FOR SALE****ELASTIC YARN FOR KNITTING**

• All Sizes and Colors

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WANTED**COTTON, WOOL, WORSTED & SYNTHETIC YARNS****HERMAN KASLOFF**

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ALL TYPES OF YARNS BOUGHT & SOLD

WORSTED — ZEPHYR — COTTON — ALL SYNTHETICS

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We carry in stock all colors and all sizes for the knitting trade!

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YARNS FOR SALE AT ATTRACTIVE PRICES

500 lbs.—1/20½, natural H. B. Orlon, cones

450 lbs.—1/13¼, natural Turbo Orlon, cones

1900 lbs.—2/30, char. brown, Turbo Orlon, cones

2300 lbs.—1/27, natural, Orlon, cones

1100 lbs.—2/30, medium oxford, Orlon, cones

750 lbs.—3 run, lt. blue, garnetted Orlon, cones

750 lbs.—3 run, 75% Wool, 25% Orlon, lavat brown, cones

1000 lbs.—3 run, 75% Wool, 25% Orlon, med. oxford, cones

1700 lbs.—2¼ run, pink, garnetted Orlon, cones

1000 lbs.—2/26, lt. tan, 6 denier, Turbo Orlon, cones

750 lbs.—2/26, char. brown, Turbo Orlon, cones

2500 lbs.—1/15, beige heather, 6 denier, Turbo Orlon, cones

1500 lbs.—1/28, Turbo Orlon, asst. colors, cones

3000 lbs.—3, 4 and 5 run, wool, asst. colors, cones

1050 lbs.—3 run, lt. blue, wool and alpaca, cones

875 lbs.—3 run, lt. blue, 90% Wool, 10% Nylon, cones

1450 lbs.—3¼ run, lt. oxford, 75% Wool, 25% Orlon, cones

SAM SASKEN

1441 Broadway, New York 18, N. Y.

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WE BUY AND SELL

Worsted — Synthetics — Blends

AT BEST PRICES!**BEDFORD YARN CO.**79 Clifton Place
Brooklyn, N. Y.
Main 2-1340**CONTRACTORS WANTED, CONTRACT WORK WANTED****CONTRACT WORK WANTED**on flat Links. Childrenswear, ladieswear and menswear.
Knitting or finishing or both.
Workmanship guaranteed.**BOX 50E****FULL FASHIONED PRODUCTION AVAILABLE**Mill thoroughly familiar and experienced on FUR
BLENDS & OTHER NATURAL FIBERS seeks steady
work. Quality workmanship on classics and novelties.**BOX 50J****BULKY PRODUCTION AVAILABLE****CONTRACT WORK WANTED**on 4 cut Universal machines.
Experienced on men's and ladies' sweaters. Expert workmanship.**BOX 50K****WANTED—CONTRACTOR**Full-fashioned machines to make Orlon cardigans,
ladies' sweaters—fine work required.**BOX 58****FUR BLEND MILL**Quality full-fashioned mill seeks additional con-
tract work with quality ladies' sweater house.**BOX 50P****CONTRACT WORK WANTED**

Knitting Only

on coarse gauge Leighton rackers for bulky knit
fabrics. We knit trimmings and also do brushing.**BOX 50V****CONTRACT WORK WANTED**on 4 cut Universal. Ladies' and men's quality
workmanship on Worsted, Orlons and Ban-Lons.
Also all styles and all yarns, specializing on
Fur Blends, on FULL FASHIONED fine gauge.
RELIABLE CONCERN.**BOX 54****CONTRACT WORK WANTED**7 cut Dubied CAL Links-Links.
10 cut Schaffhausen flat machine.**ELEGANT KNITWEAR**

312 College St., Toronto, Ont, Canada

WANTED—CONTRACT KNITTINGContractor has opening for additional quantity work, including
distinctive knitted trimmings on latest fine gauge Dubied
and Universal flat machines. Good quality. Prompt delivery.**CYpress 2-9121 or BOX 50BB****CONTRACT WORK WANTED**Reliable contractor seeks additional work on Supreme
bulky. Also 8, 10, and 12 cut TA and interlock machines.**BOX 50Z****HELP WANTED****FOREMAN OR FORELADY WANTED**to take full charge of finishing plant making ladies'
and children's cut and sewn sweaters—in Ridge-
wood area. Good opportunity for the right party.Call MOH Haven 5-4436 or write **BOX 42****BOOKKEEPER WANTED**Fully experienced, male or female
For Knitting Mill located in Brooklyn
BOX 43**OPPORTUNITY**We need a knitting supervisor with broad experi-
ence who has both technical and administrative
ability to supervise quality production.Our mill was established in 1927 and we now
serve only the top notch accounts in the country.
Due to the demand for our men's sweaters we are
presently constructing a new modern mill.

Top salary to the qualified man.

Please send full details to:

EMPLE KNITTING MILLSAtt.: Mr. Werner E. Elsberg
21-33 Columbia Street, Bangor, Maine

CONTROLLER

For fully integrated knitting mills
near Albany. Excellent opportunity
with well established growing con-
cern. Must know cost accounting
and office administration. Excellent
salary. Write full details in
confidence.**Box 885, 1501 B'way, N. Y.**

KNITTER-MECHANIC WANTED**For a North Jersey Knitting Mill**

Experienced on Jacquard and Scott & Williams circular machines and flat machines. Must be thoroughly familiar with quality control and running a knitting department. Excellent opportunity for the right man in the right place. State full details.

BOX 59**ATTENTION HAND KNITTERS**

We have an opening for a thoroughly experienced hand knitter. Position offers quick promotion to individual who can prove capabilities. Excellent starting salary. Please send replies detailing work experience and earnings to

BOX 50C**YARN SALESMAN WANTED**

Progressive and well-established yarn sales organization requires experienced man. Excellent opportunity. Big earnings for the right man. Our organization knows of this ad.

BOX 40Z**WANTED**

Knitter-Mechanic on Jacquard TA, TJ, TJI and LH machines.

BOX 53**WANTED**

Knitter-Mechanic experienced STOLL AJUM, UNIVERSAL and DUBIED FLAT MACHINES.

BOX 52**PRODUCTION MAN WANTED**

Manufacturing knowledge of bulky sweaters from yarn to finished products essential. Should have experience working with contractors. Good working experience with production control and yarn inventory.

BOX 50L**POSITIONS WANTED****PRODUCTION MAN AVAILABLE**

seeks affiliation with reliable, well-established mill. Has thorough knowledge of every phase of knitted outerwear. Will relocate, if necessary.

BOX 57**PRODUCTION MAN OR PLANT MANAGER****Available**

Men's, boys' and ladies' sweaters. Capable of taking complete charge from yarn to finished product.

BOX 50X

RESIDENT PLANT MANAGER

LARGE SWEATER MILL—PHILADELPHIA AREA

PRODUCTION—SEVERAL THOUSAND DOZEN WEEKLY

Only a top flight, thoroughly experienced man with a seasoned managerial background in a volume operation will be considered. The position carries a substantial salary plus a liberal performance incentive.

BOX 50

PRODUCTION MANAGER

desires position with mill or jobber. Has held successively responsible jobs, coordinating all operations from yarn to box. Seeking advancement.

BOX 50W

SERVICES, SUPPLIES FOR SALE**LOANS — MORTGAGES**

on Plants, Machinery and Equipment

SUNSET TRADING CORP.

932 Madison St., Brooklyn 21, N. Y. HYacinth 1-3975

NEW FORMULA**CLEANING FLUID FOR KNIT GOODS**

Cleans Wool, Cotton, Rayon and Nylon
Special fluid for Orlon and Ban-Lon
Special Price for One Gallon Trial Order

Office: MASTER STAIN REMOVER

68-56 Dartmouth St., Forest Hills 75, N. Y. Liggett 4-0898

KNITTING MILLS

Experienced knit fabric sales executives will merchandise, style and sell your circular knit production. Desire fine gauge equipment. Will invest in right mill.

BOX 50F

CLOSEOUTS WANTED**CLOSE-OUTS WANTED**

CASH PAID for surplus stocks of Sweaters and Bathing Suits.

BERNETTE TEXTILE COMPANY

101 W. 31 St., New York City

BRyant 9-5526-7

CLOSE-OUTS WANTED

ANY QUANTITY—REGULARS & IRREGULARS

Ladies'—Men's—Children's

SWEATERS

SWIMWEAR

KINDRED LINES

KNITTED SUITS

SPORTSWEAR

POLO SHIRTS

FOR TOP PRICES—IMMEDIATE CASH

WRITE TODAY BOX 390G

SALES REPRESENTATIVES WANTED, LINES WANTED**SALES REPRESENTATION WANTED**

New York Sales Office with travelling men to represent quality men's sweater manufacturer to department stores, specialty stores, and resident buying offices. Must be volume producer for medium to medium high priced goods. In first letter please give full details.

BOX 50M

MILL WANTED

Live wire sales staff well known in market, open for a top line of sweaters—bathing suits—or tee-shirts.

BOX 50R

QUALITY WOOLEN SPINNER WANTED

Yarn sales organization with coverage of sweater, fabric knitters and weavers. Interested in representing reputable mill in Metropolitan New York, Pennsylvania, North Carolina and South Carolina area.

100% wool, blends, etc.

BOX 50G

TRADE WANTS

RATES: one insertion—35 cents per word. Words set completely in capitals—40 cents per word. Box numbers count as two words. Minimum cost of advertisement—\$5.50. Minimum cost of Positions Wanted advertisements—\$5.00. Trade Wants for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

Knitting mill contractor wants additional work for finishing only. Box 55.

Wanted — Sample-Maker for flat power machines. Good proposition for creative party. Box 50A.

Contractor looking for knitting or finishing on all types of sweaters. Clean work. Box 50D.

FOR SALE: RIMOLDI NECK BAND SEWING MACHINE, BRAND NEW. BOX 50H.

Contract work wanted. Fine gauge. All synthetics. Philip machines. Quality workmanship. Atlas Knitting Mills, 47 Rodney Street, Brooklyn, N. Y., TRiangle 5-9838.

LEASE—SALE. LOFTS—BUILDINGS. ALL SIZES — ALL LOCATIONS. MILTON WOLF & CO. 744 BROAD STREET, NEWARK, NEW JERSEY, MI 3-8844.

Looping Wanted. 7 point Sotco and 15 P machines. Quality workmanship guaranteed. Sanders Looping, Inc., 270 Irving Avenue, Brooklyn, N. Y., HYacinth 7-7924.

For Sale: 2 Philadelphia Jacquard TAI 30", 10 cut, 4 color strippers. No reasonable offer refused. Box 50T.

Contract work wanted on Philip interlock and jersey machines, brushed goods, Orlon or Ban-Lon, 1000 dozen weekly. Box 50Y.

• You're sure to get the results you want—by inserting an inexpensive ad in the Industry's Market Place Section of the "Times."

To Place Your Ad: Call Murray Hill 3-7520 or Use This Handy Order Blank

KNITTED OUTERWEAR TIMES

386 Park Avenue South, New York 16, N. Y.

Gentlemen:

Insert the ad written below in.....issue.

(Check one)

☐ **TRADE WANTS**

Rates per insertion: 35c per word; 40c if set in capitals. Box number counts as 2 words. Minimum cost per adv. — \$5.50. Positions wanted — \$5.00.

☐ **DISPLAY AD**

☐ 2" — \$11.00
☐ 4" — \$22.00
☐ 10" — \$55.00

Please Enclose Payment With Order.
ADVERTISEMENT

☐ Check here if you want a confidential box number (replies sent to you as we receive them).

Name.....

Address.....

(Use separate sheet if necessary. Attach this order blank.)

DUBIED

2131 46th AVENUE
LONG ISLAND CITY 1, N. Y.
Phone: RAvenswood 9-6361



66 stitches per minute,
6-7 dozen sweaters
per 8 hour day!

6 5 4¹/₂ 4 CUT



WOONSOCKET SPINNING CO.

When you buy from Woonsocket you are buying the best! Whether it be cashmere, camels hair, angora, fur blends, mohair, lambs wool or other specialty yarn, Woonsocket begins with the world's finest fibers. Woonsocket processes them in its own mills, under highly scientific control until the yarn is delivered promptly to your factory. Thus you are assured of an adaptable resource, able to meet the constantly changing demands of men's and women's fashions.

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